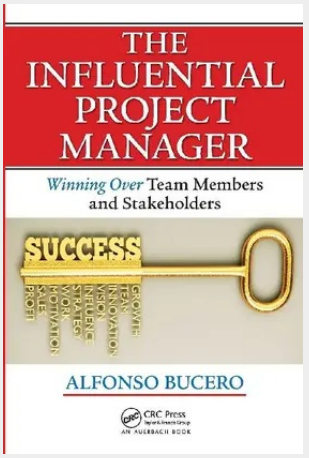
Auerbach Publications

The Influential Project Manager

Winning Over Team Members and Stakeholders



If you want to be a successful project manager, you need to become a person of influence. Without influence, there can be no success as a project manager. And, although all key success criteria point to the importance of developing soft skills as a project manager, few books exist about how to develop the power of influence for achieving better project and business results. Filling this need, The Influential Project Manager: Winning Over Team Members and Stakeholders supplies detailed guidance on how to improve your influence skills to achieve better business results. It explains how to set and meet ambitious goals for you, your team, and your stakeholders. The book describes how to listen actively to influence others and details how you can build partnerships that can pay dividends for a lifetime. Each chapter highlights real-world scenarios about a particular subject linked to the influencing skill being covered. Each chapter also includes practical forms, templates, helpful tips, and best practices to help you develop and refine your skills of influence. - Details the ten keys to influencing others to support you and your ideas - Outlines techniques for improving your listening skills - Includes a trust assessment for determining your level of influence and if others see you as trustworthy - Demonstrates how to build a network of informal alliances to achieve success Supplying you with the vision of influence from an experienced project manager's perspective, this book will help you procure the informal power required to become a successful influencer. After reading the text and performing the trust assessment, you will gain the understanding required to lead project members down the path to project success.

All best practice recommendations and key success criteria point to the importance of developing soft skills as a project manager, but few sources exist about how to develop the power of influence for achieving better project and business results. Filling this need, this book supplies readers with guidance on how to improve their influence skills to achieve better business results. It explains how to set and meet ambitious goals for you, your team, and your stakeholders. It describes how to listen actively to influence people and how to build partnerships that can pay dividends for a lifetime.

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