



CATALYNICS

Influence Resources

Books

Cohen, Allan R. and David L. Bradford. Influence Without Authority, 3rd Edition. 2017.

Goleman, Daniel. Working with Emotional Intelligence. 2000.

Green, Charles H. and Andrea P. Howe. The Trusted Advisor Field Book: A Comprehensive Toolkit for Leading with Trust. 2012.

Grenny, Joseph, Kerry Patterson, David Maxfield, Ron McMillan, and Al Switzler. Influencer, The New Science of Leading Change, 2nd Edition. 2013.

Hall, Kevan. Making the Matrix Work: How Matrix Managers Engage People and Cut Through Complexity. 2013.

Keller, Karen. Influence What's the Missing Piece. 2017.

Kotter, John P. Leading Change. 1996.

Mitchell, Carol Vallone. Breaking Through "Bitch": How Women Can Shatter Stereotypes and Lead Fearlessly. 2015.

Monarth, Harrison. Executive Presence: The Art of Commanding Respect Like a CEO, 2nd Edition. 2019.

Other Resources

• "Women's Leadership Blueprint."

http://www.tsphr.com/wpcontent/uploads/2018/03/TSP_WomensLeadershipBrochure.pdf

• Women's focus: leading without authority. <https://www.hsph.harvard.edu/ecpe/leading-outside-your-authority/>

• The seven influence traits. <https://www.karen-keller.com/why/seven-influence-traits>

• Influence without authority. <https://hbr.org/2008/02/exerting-influence-without-authority>

• Six types of influence. <https://beleaderly.com/ask-jo-influence-without-authority/>