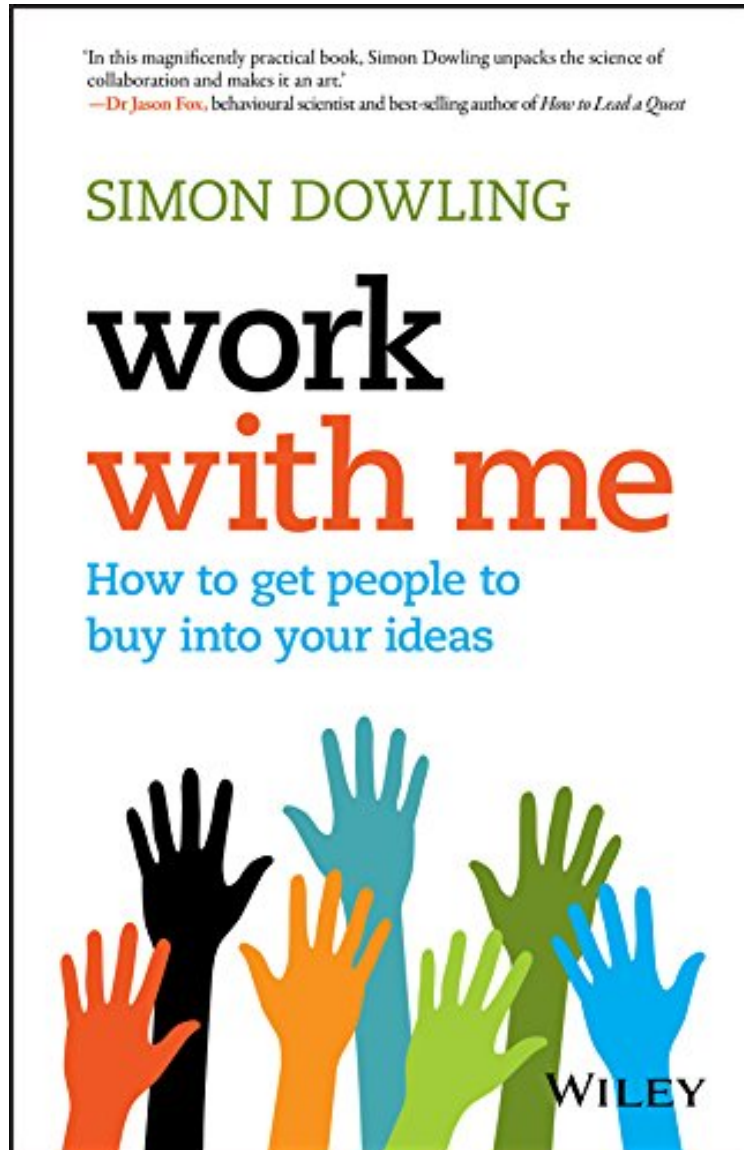


[Download] Work with Me: How to Get People to Buy into Your Ideas

Work with Me: How to Get People to Buy into Your Ideas

Simon Dowling

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Simon Dowling : Work with Me: How to Get People to Buy into Your Ideas before purchasing it in order to gauge whether or not it would be worth my time, and all praised Work with Me: How to Get People to Buy into Your Ideas:

1 of 1 people found the following review helpful. Great read on getting buy in for important projects By Mick Mooney I enjoyed this book. The author gives a clear path in the longer than expected journey of getting buy in from others on projects that matter. I especially enjoyed the last section of the book on Movement as it really brought things together and highlighted that getting buy in is not complete when you get a yes, but rather that's where hints begin--now you have to double down and ensure your project gets moving, and others implement what they originally said yes to. I

loved this truth the author shared: "With a little discipline and ingenuity, you can find a way to 'hack' the system's tendency to overcome the human tendency to dwell in delay, and instead become a master of making movement happen." So true. Buy in is essential, but getting agreement is only half the battle. You have to also have a strategy to ensure you get momentum and that implementation follows.

0 of 0 people found the following review helpful. Very accessible playbook - much of which should be common sense

By Sibelius This volume has a decent presentation going for it. It's written in an extremely accessible and affable manner and is a relatively quick read from start to finish. At its core - this is a step by step playbook on how to achieve group 'buy in' consensus for your business propositions and it covers the approach from all angles starting with the formulation of your approach, how to target the right people and sound presentation advice to get your messaging across properly. Depending on your level of experience in corporate type environments much of what is offered here should come across as common sense but there may be a nugget or two of insight to help you along in your campaign to ultimately make this a worthwhile read.

0 of 0 people found the following review helpful. Great resource, see response changes almost instantly

By Morley Dotes Work With Me is a good book to read for anyone who wants to get their ideas/projects/resolutions etc., accepted AND supported. Getting investors, board members, coworkers, etc., to buy-in to your ideas is a VERY useful skill and will give you a much better chance of success. People will develop their own passion for your ideas and that energy can easily become contagious. It also gives you strategy on dealing with pushback and resistance. This is also useful for so many different situations. This book is an easy read, and it is not hard to put the ideas into practice. You will instantly see a difference in how people respond to you!

Lead from any level with the power of buy-in Work with Me shows you how to master the art of the 'buy-in.' You achieve better results when people go along with your ideas because they want to, not because they have to; the key is knowing how to build that kind of commitment This is the art of buy-in, and it's one of the most powerful skills you can have. When people are fully on board, they bring their full selves to the project. This drives their priorities, their performance, their innovation and ultimately, your outcome. Buy-in sits at the heart of creative and collaborative cultures; it drives highly adaptive and nimble teams. This book is a how-to guide for achieving buy-in, regardless of your leadership level. It's not about using power and authority, it's about building support and commitment to your ideas and initiatives. You can lead from any level, even laterally, and have a positive impact on the way things are done in your organisation. This book is your coach for speaking up, standing out and embracing the changes that fuel engaged workplaces and better business. Build engagement, agreement, commitment and ownership Overcome obstacles and drive stellar performance Deliver optimal outcomes through enthusiastic collaboration Boost creativity, passion, energy and focus In the shift from traditional industrial economies to a value-focused economy of ideas, organisations thrive on great ideas, but those ideas don't count unless they're actually implemented. Work with Me shows you how to get people on board so you can bring great ideas to life.

From the Back Cover 'In this magnificently practical book, Simon Dowling unpacks the science of collaboration and makes it an art.' —Dr Jason Fox, behavioural scientist and best-selling author of How to Lead a Quest EVERY GREAT IDEA HINGES ON ONE THING: BUY-IN You have ideas. You have projects and initiatives that you need to get off the ground. But here's the rub — unless you can get others on board, those ideas aren't going anywhere. So how do you build willing and enthusiastic support for your ideas — where people work with you, not because they have to, but because they want to? This is the gentle art of buy-in. Work with Me is your personal guide to creating genuine buy-in around your ideas and initiatives. In this refreshingly simple and entertaining book, author Simon Dowling equips you to master the art of buy-in, by showing you how to: generate support for your ideas regardless of your position capture people's hearts and foster the right mood for cooperation deal with pushback and resistance turn talk into sustainable action create a culture of buy-in throughout your organisation. Are you ready to become a champion of buy-in?

About the Author SIMON DOWLING is a leading thinker on creating collaborative teams and workplaces. Formerly a commercial lawyer and an improviser on both stage and TV, Simon now works extensively with senior leaders and their teams as a mentor and advisor, and is a highly sought-after speaker.