



## Becoming Influential: A Guide for Nurses

By Eleanor J. Sullivan

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**Becoming Influential: A Guide for Nurses** By Eleanor J. Sullivan

This groundbreaking book applies a practical approach toward becoming a professional nurse with exemplary influence skills. The emphasis on the importance of nurses' influence in the workplace, presented in this easy-to-read and timely volume, includes numerous examples of real-life situations. It provides techniques for enhancing influence-making skills and advice for using enhanced influence skills to solve common workplace problems. This volume addresses understanding and using influence including setting goals and making things happen, negotiating for what you want and dealing with difficult people and situations, as well as managing your career and preparing your successors. For nursing professionals including staff nurses and nurse managers.

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