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person who wants to make a difference, you probably wish you had more influence with the people in your life. But most of us stop trying to make change happen because we believe it is too difficult, if not impossible.

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**Influencer: The New**  
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Influencer: The New Science of Leading Change, Second Edition is one of those books. The framework is a six-quadrant grid meant to help identify ways to influence key behaviors in ourselves and others. But before we get into the meat of it, let's get one quick piece of business out of the way: You deal with people, and you care

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change to one degree  
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Influencer seeks to help us to understand how to successfully influence change and what we might have

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done wrong in our failed attempts to influence others to change. Six Sources of Influence. Key to Influencer is the idea that there are six powerful sources of influence that most of us don't use in the right proportions or at the right time.

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This document contains a summary of key points, some observations, and some group discussion questions for “Influencer: the New Science of Leading Change” by Joseph Grenny, Kerry Patterson, David Maxfield, Ron McMillan, Al Switzer. Though this guide supports group discussion, you may also find it useful as an individual study guide.

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Like. "At the end of the day, what qualifies people to be called "leaders" is their capacity to influence others to change their behavior in order to achieve important results." — Kerry Patterson, *Influencer: The New Science of Leading Change*, Second Edition. 5 likes.



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- McGraw-Hill - 2013

The authors use at  
least a dozen different  
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their point. They  
readily argue that just  
about anything (aside  
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