



ISBN 9798886130010
Pages 360pp • Paperback • 2024
Price Rs. 995

Positive Influence

The First and Last Mile of Leadership

By **Tsun-yan Hsieh**
(LinHart Group, Singapore)
Huijin Kong
(LinHart Group, Singapore)

REVIEWS

“This book trumps all works I know in this genre.”

– Sunil Mittal

Founder and Chairman, Bharti Enterprises and Bharti Airtel

“A substantive, go-to guide to build a personal craft for nurturing human connection.”

– Laxman Narasimhan

CEO, Starbucks Coffee Company

“This book is a masterclass in leadership, from the master himself.”

– Pramath Raj Sinha

Founding Dean, Indian School of Business, India

“A must-read for all professionals thirsty to have more traction for their ideas, innovations and technical contributions.”

– Victor Dzau

President, United States National Academy of Medicine

“A superb guide on how to positively influence for those with the courage to fight for what matters.”

– J Craig Nixon

Brigadier General (Retired),

Former Commander of the 75th Ranger Regiment

“Decodes brilliantly how leaders can drive positive influence and outcomes as a starting point to making business and the world a better place.”

– Jamie Wheal

Author of the global bestseller Stealing Fire

“A highly sophisticated approach to a very complex problem all leaders have to solve at one stage of their career.”

– Roland Krueger

Global CEO of the Dyson Group

“Of interest to people beyond the world of business.”

– Tommy Koh

Ambassador-At-Large, Singapore and Professor,

National University of Singapore

ABOUT THE BOOK

We are a society shaped by influence. Like it or not, we are all influencing or being influenced by one another every day. However, we are getting more disconnected in our lives even as we get more digitally wired. This book is a bold attempt to reconnect us to our humanity and to each other by a type of influence the authors call +Influence (Positive Influence). In essence, it allows you to do well for yourself and do good to others.

New York Times bestselling author and renowned leadership guru Tsun-yan Hsieh, together with his LinHart partner Huijin Kong, co-creator of high-impact programs, dive deep into how to master +Influence, an essential “soft skill” of our times. Combining decades of experience from shopfloors to boardrooms, both in the West and the East, the authors have distilled the principles of ‘+Influence’ to a repertoire of mindsets, habits and skills.

Richly illustrated with real-life examples, this book will help you achieve an elevated level of empathy for where others are coming from, and better equip you to find mutually beneficial paths out of conflicts while promoting alignment around the goals that matter. Whether you are a CEO or professional, it will inspire you to hone +Influence into a craft over time that will propel your career and personal relationships, with more of your humanity gaining greater expressions in every moment of influence.

READERSHIP

This is a book for both senior leaders and upwardly mobile professionals of all ages, including students at the undergrad and MBA level (re-)entering the workplace.

CONTENTS

- Prologue
- Key Terms and Definitions
- Overview of Chapters & Suggested Itineraries
- **Fundamentals of Influence:**
 - +Influence in the Context of Interactions
 - What Makes a Good +Influence
 - Just How Good Are You at +Influence?
 - Why All of Us Can Be Better at +Influencing
 - +Influencing Against All Odds
- **Transform Your +Influencing Effectiveness:**
 - The Basics of +Influence
 - +Influencing in the Moment
 - Habits to Raise Proficiency in +Influencing
 - Aligning Our Being to +Influence
 - +Influencing Through the Written Media
- **Becoming Your Better Self Through +Influence:**
 - From +Influence to Development
 - How Others Can Help You Develop
 - From +Influence to Leadership
 - Shop Floors, Boardrooms, and the Great Cultural Divide
 - Conduct, Craft, and Character
- Epilogue
- Mapping of +Influence Personal Stories
- Mapping of Cases
- Endnotes
- Acknowledgements
- About the Authors
- Index

For orders and enquiries, please contact us:

FEEL
Books

FEELBOOKS PVT. LTD.

www.feelbooks.in

DELHI

4381/4 Ansari Road, Daryaganj, New Delhi 110002

Tel: +91-11-47472630

Email: orders@feelbooks.in

BENGALURU

C-22, Brigade MM, KR Road, Jayanagar 7th Block, Bengaluru 560070

Tel: +91-80-26762129

Email: bangalore@feelbooks.in

MUMBAI ♦ CHENNAI ♦ KOLKATA ♦ HYDERABAD



For any queries, please email us at marketing@feelbooks.in



www.feelbooks.in