



Becoming Influential: A Guide for Nurses (2nd Edition)

By Eleanor J. Sullivan

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Still the only book of its kind, this intensely practical text helps nurses build the skills they need to gain and use influence throughout their entire careers. This second edition is updated throughout with new information on nursing, health care, and technology – including social media. Readable, timely, and upbeat, *BECOMING INFLUENTIAL: A GUIDE FOR NURSES* teaches through real-life examples, offering proven advice for using influence to solve many contemporary workplace problems. Self-assessments help readers evaluate their current organizational power, communication and goal-setting skills, negotiating and interviewing expertise, and even their abilities to manage confrontation. The book contains specific steps for career planning, resume building, career progress tracking, speech preparation, and more. Flexible learning activities include role plays, debates, observations, interviews, and networking assignments; up-to-date web and print resources support further exploration.

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Editorial Review

From the Author

Have you missed opportunities to be influential? Have you marveled at others' influence? You, too, can learn the skills of influence in this updated book to benefit both novice and experienced nurses. Develop the skills you need to help your patients, your colleagues, and your career with the simple-to-use tools in this book.

About the Author

Eleanor Sullivan is the award-winning author of books for nurses, including **EFFECTIVE LEADERSHIP AND MANAGEMENT IN NURSING**, 8th edition as well as the 2nd edition of **BECOMING INFLUENTIAL: A GUIDE FOR NURSES**. Holding both a nursing degree and a doctorate, she is a former dean of nursing and past president of the world's largest nursing organization. She's seen nurses use their considerable influence skills, but she's also seen the opportunities they've missed. With the second edition of this book, nurses both new to the profession and experienced in the field, can gain the influence they need to help their patients, their organizations, and their profession.

In addition, she's the author of three nurse-themed mysteries and a new historical mystery series featuring a midwife.

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