

When Zebras Discover Motorbikes: How to influence people, situations and results.

By Jonathan Frost

Download now

Read Online

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost

Is your success dependent on the performance of others? If so this book has been written for you; it shows you how to influence people, situations and results. Having 'influence' is at the very heart of leadership and the text provides practical tips, hints and techniques that you can use to trigger a change in the approach and performance of your team.

It is aimed at those who want to access 'distilled wisdom' in an easy to read book. It has an engaging 'coaching' approach that provokes you to think deeper, see things differently and do different things.

Jonathan Frost, the author, is a sought after coach and has accumulated thousands of coaching hours with leaders and key influencers. He brings a thought-provoking and realistic approach to the topic. With over 17 years experience of coaching leaders at all levels he brings a 'proven' set of tools and advice.

The first half of the book uses the 'Zebra Analogy' to talk about change, how it drives people and how easy it is to 'cope with' as opposed to thrive on. It is a light-hearted parable with profound learning points. The world of the lions is turned upside down when the zebras discover motorbikes and we see some typical responses to the challenge. This is valuable insight for those experiencing change as well as those initiating it.

The second half introduces the '5 Stages of Change' model. This is a powerful tool detailing a logical and consistent method of influencing people to change. It highlights the difference between an awareness of the need for change to an engagement in it. It highlights that 'Progress is a win' and provides a model for persuasive influence.

At the end of each chapter the author has provided some compelling 'thought provokers' that will greatly assist this to be a practical journey of discovery as opposed to an academic exercise.

Download When Zebras Discover Motorbikes: How to influence ...pdf

Read Online When Zebras Discover Motorbikes: How to influenc ...pdf

When Zebras Discover Motorbikes: How to influence people, situations and results.

By Jonathan Frost

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost

Is your success dependent on the performance of others? If so this book has been written for you; it shows you how to influence people, situations and results. Having 'influence' is at the very heart of leadership and the text provides practical tips, hints and techniques that you can use to trigger a change in the approach and performance of your team.

It is aimed at those who want to access 'distilled wisdom' in an easy to read book. It has an engaging 'coaching' approach that provokes you to think deeper, see things differently and do different things.

Jonathan Frost, the author, is a sought after coach and has accumulated thousands of coaching hours with leaders and key influencers. He brings a thought-provoking and realistic approach to the topic. With over 17 years experience of coaching leaders at all levels he brings a 'proven' set of tools and advice.

The first half of the book uses the 'Zebra Analogy' to talk about change, how it drives people and how easy it is to 'cope with' as opposed to thrive on. It is a light-hearted parable with profound learning points. The world of the lions is turned upside down when the zebras discover motorbikes and we see some typical responses to the challenge. This is valuable insight for those experiencing change as well as those initiating it.

The second half introduces the '5 Stages of Change' model. This is a powerful tool detailing a logical and consistent method of influencing people to change. It highlights the difference between an awareness of the need for change to an engagement in it. It highlights that 'Progress is a win' and provides a model for persuasive influence.

At the end of each chapter the author has provided some compelling 'thought provokers' that will greatly assist this to be a practical journey of discovery as opposed to an academic exercise.

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost Bibliography

- Sales Rank: #1104446 in eBooks
- Published on: 2015-01-24
- Released on: 2015-01-24
- Format: Kindle eBook

Download When Zebras Discover Motorbikes: How to influence ...pdf

Read Online When Zebras Discover Motorbikes: How to influenc ...pdf

Download and Read Free Online When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost

Editorial Review

About the Author
Jonathan Frost is the founder and Managing Director of Discovery Coaching Limited; a successful Coaching Consultancy based in Edinburgh, Scotland. Over the last 17 years he has inspired and enabled hundreds of managers, leaders and key influencers as they face the opportunities and challenges of leadership life. He has literally clocked up thousands of hours of coaching experience both in the UK and in Europe. He has a passion for triggering people to 'discover' new approaches, outlooks and activities. This approach is reflected in the style of his book 'When Zebras Discover Motorbikes', especially by the use of 'thought provokers' and helpful models. Jonathan's next book is in development and it provides all of the analogies, tips and techniques that have proved to be most helpful, effective and popular during his coaching activities.

Users Review

From reader reviews:

Frank Farrow:

Book is actually written, printed, or illustrated for everything. You can learn everything you want by a reserve. Book has a different type. We all know that that book is important thing to bring us around the world. Next to that you can your reading expertise was fluently. A book When Zebras Discover Motorbikes: How to influence people, situations and results. will make you to possibly be smarter. You can feel far more confidence if you can know about almost everything. But some of you think this open or reading any book make you bored. It is not make you fun. Why they may be thought like that? Have you looking for best book or suitable book with you?

Sidney Robertson:

Often the book When Zebras Discover Motorbikes: How to influence people, situations and results. will bring you to definitely the new experience of reading the book. The author style to describe the idea is very unique. If you try to find new book to see, this book very appropriate to you. The book When Zebras Discover Motorbikes: How to influence people, situations and results. is much recommended to you to study. You can also get the e-book from your official web site, so you can more readily to read the book.

Helen Hanson:

Spent a free the perfect time to be fun activity to perform! A lot of people spent their sparetime with their family, or their particular friends. Usually they carrying out activity like watching television, planning to beach, or picnic in the park. They actually doing same every week. Do you feel it? Do you need to something different to fill your own personal free time/ holiday? Might be reading a book could be option to fill your no cost time/ holiday. The first thing that you ask may be what kinds of e-book that you should read. If you want to try look for book, may be the reserve untitled When Zebras Discover Motorbikes: How to influence people, situations and results. can be good book to read. May be it might be best activity to you.

Tom Salgado:

Are you kind of active person, only have 10 or even 15 minute in your day to upgrading your mind talent or thinking skill also analytical thinking? Then you are receiving problem with the book as compared to can satisfy your short period of time to read it because this all time you only find reserve that need more time to be read. When Zebras Discover Motorbikes: How to influence people, situations and results. can be your answer as it can be read by an individual who have those short spare time problems.

Download and Read Online When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost #T51G0F7KVD2

Read When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost for online ebook

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost books to read online.

Online When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost ebook PDF download

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost Doc

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost Mobipocket

When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost EPub

T51G0F7KVD2: When Zebras Discover Motorbikes: How to influence people, situations and results. By Jonathan Frost