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Quick Tip

When you need to make a quick business decision, talk to three people that you trust but whose point of view differs from you.



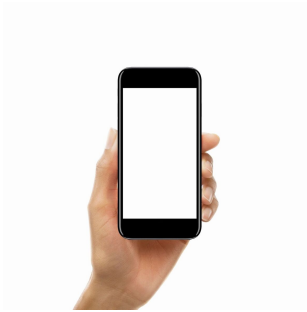
Seek contrary views for more influence

As a leader, do you want to have more influence? Do you want to communicate better with more people? Do you want to make more effective decisions and have more successful transformation projects? Then you need to practice the key leadership skill of seeking out contrary points of view. Making good decisions requires a firm grasp on reality and the facts of a situation. Being successful in your project requires a good understanding of the implications and consequences of different solutions. Getting buy-in and acceptance from people in your organization or community requires them to trust you and be willing to follow your leadership. All these aspects of leading transformation are

supported when you seek out and are open to contrary points of view. These three steps need to be taken, in order, to properly incorporate contrary perspectives into your decision-making and solution design process.

Read the rest of my blog [Seek Contrary Perspectives](#).

“The way of the fool seems right in his own eyes, but he who listens to advice is wise” Proverbs 12:15



Talk to Me!

I'm glad to provide PM mentoring and appreciate your feedback on what transformation tips you find useful. Reply to this email.



Additional Resources

Read the book, **“The 21 Irrefutable Laws of Leadership”** by John C. Maxwell. This is a great resource to use as a leadership self-assessment to identify areas of personal strength and improvement. Based on the leadership needs of your current role, you can determine where to focus your leadership development.

Learn more about increasing Influence, by reading **“Real Influence”** by Mark Goulston and John Ullmen.

Consider the importance of [Cultivating Meaningful Relationships](#) to developing leadership influence.

As a leader, it's important that you can influence other leaders. Listen to Phil Buckley's podcast [Change on the Run: Impressing Leaders with Rob Napoli](#)

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About Annette

Annette is a business transformation coach focused on creating more effective operations and greater business value. Both vision and execution are key to motivate people to transform work. She guides leaders to develop transformation vision and strategy, structure implementation projects and roadmaps, and mentor project teams to be successful. Her blog and newsletter share transformation tips, resources and best practices.



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