

Achieve your goals, use strategy  
communication rhetoric,  
understand power games &  
manipulation techniques, make  
things easy

Simone Janson (ed.)



# GO Implement Projects & Ideas against Resistance DO

# **GO DO! Implement Projects & Ideas against Resistance**

incl. Bonus

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& manipulation techniques, make things easy

*Simone Janson (ed.)*

Published by Best of HR – Berufebilder.de® at the Publisher's locations in  
Duesseldorf & Berlin

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# Imprint

The German National Library lists this publication in the Deutsche Nationalbibliografie; Detailed bibliographic data are available on the Internet at <https://dnb.dnb.de>.

ISBN of the German eBook edition: 9783965961548

ISBN of the English eBook edition: 9783965961555

Website des Verlags: <https://best-of-hr.com>

eMail-Adresse des Verlags: [verlag@best-of-hr.com](mailto:verlag@best-of-hr.com)

GO DO! Implement Projects & Ideas against Resistance

Newest, revised and improved edition

©Best of HR - Berufebilder.de®, a brand of Janson Pressgroup Print & Online

Headquarter Duesseldorf, Germany

Capital office Berlin, Germany

Published by: Simone Janson

Concept, editing, graphic design & layout: Simone Janson

Cover design with Canva

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# **Introduction: Premium information & heavily discounted travel deals - you'll find all this as a bonus in this book**

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entrepreneurial activities, and the possibility to earn money with our publishing house - reading our books can provide you with financial benefits in various ways.

# **5 Tips for leadership with influence: How to find your core group**

*// By Olaf Hinz*

There is a sense of rarity: in the enterprise there is an informal hierarchy in addition to the formal one. Kind Kleiner calls this informal hierarchy the core group. And that is exactly what you need to achieve if you want to lead properly.

## **What is a core group?**

In the core group are the persons to be referred to when important, discretionary and preliminary decisions are concerned.

A core group is not harmful to an organization: on the contrary, it gathers a pool of creativity, energy, power and willingness to take risks that every company needs to be able to act in dynamic environments.

## **Who wants to influence: purely in the core group**

The core group plays a key role in determining the company's orientation, it is the microcosm in which new things are tested under "laboratory conditions" and then introduced.

So if you want to influence corporate policy beyond your hierarchical position, the advice is: "Into the core group!"

## **5 questions to find your core group**

If they have decided to do so, the following key questions help to locate the core group, ie, to find out who is theirs:

1. Please remember your last important decisions. What interests did they take into account, and whose approval was important to them?
2. Who are the people in their company who have the power to put things into practice - even if they are doing the formal processes?
3. Who can quickly and safely bring down a project in their organization?
4. What people have the hand at the helm? When her company slides into a crisis, who is going last from board?
5. In whose meeting do employees go when it is unclear what is the matter - just because he / she has invited?

..and if they now look over their answers to the questions 1 to 5: Who is probably a member of the core group?