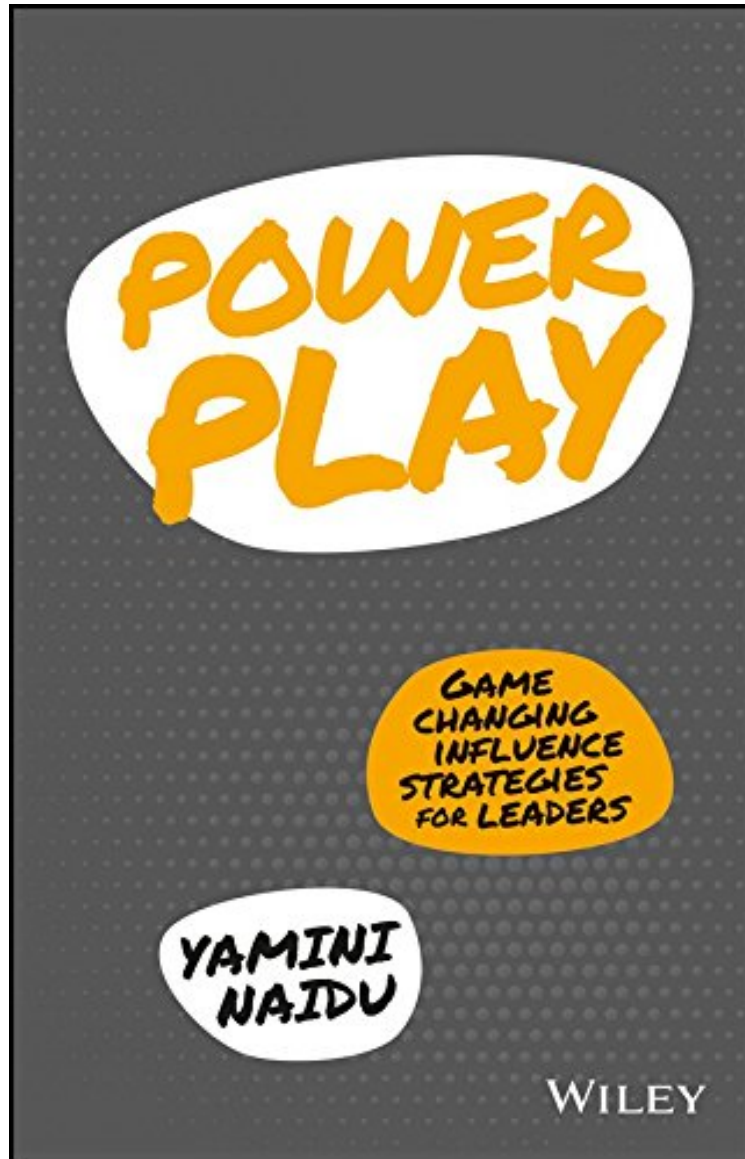


[Pdf free] Power Play: Game Changing Influence Strategies For Leaders

## Power Play: Game Changing Influence Strategies For Leaders

Yamini Naidu

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**Yamini Naidu : Power Play: Game Changing Influence Strategies For Leaders** before purchasing it in order to gage whether or not it would be worth my time, and all praised Power Play: Game Changing Influence Strategies For Leaders:

0 of 0 people found the following review helpful. Decent older bookBy Loves To ReadThis was a pretty decent book, considering its age and length. The hero was strong and masculine without crossing over into abusive and the heroine had a bit more backbone than some you see from the early 80's. The story was pretty superficial but that's to be expected with a book this short. All in all it was a fun little read.Okay so the story is that Talia Haywood is searching

for a man named Justin. He was a friend of her father's and some kind of freelance government spy who traveled the world bringing back interesting trinkets for her. He allegedly died in Africa three years ago but Talia doesn't believe that story and has made it a hobby to track him down. She's recently uncovered information that suggests Kane Sebastian's company provided Justin with a job as a cover for sending him into some country to spy just before he was "killed". Talia wants Kane's company to give her Justin's last known address so she can continue her search and after months of repeated refusals, she finally decides to resort to blackmailing Kane to get her answers and goes to see him. This was a pretty weak set up. I felt that JAK could have given Talia a stronger reason for wanting to find Justin. Her doing it as a hobby just to satisfy her curiosity was not a strong enough justification for her to resort to blackmail, which, I might add, is illegal. Especially considering that she knew Justin was a spy. I mean there are only a couple of possibilities here. 1) He really is dead and her search is a waste of time, 2) He faked his own death for some reason and therefore her pursuing him is going to blow his cover or 3) He's being held captive by some enemy country in which case there's absolutely nothing she can do about it. So no good can come from her search and idle curiosity just isn't a strong enough motivation for her to be doing it. And the way she attempts to blackmail Kane was pretty ridiculous as well. She threatens to tell the newspapers that Kane's company provided the cover for a government spy. Somehow I don't think the government would allow her to blow the whistle on that, but even if she managed to do it, wouldn't she have face some kind of legal consequences? While at this meeting, Kane suddenly realizes where he knows Talia's name from. She has a scandalous past in which a former manager named Hazelton accused her of trying to sleep her way to the top. The truth, of course, is that Hazelton propositioned her, implying that he'd help her career if she had an affair with him. Talia turned him down flat and he launched a smear campaign against her. The male-dominated corporate world and the papers alike all believed Hazelton's story and Talia's fiance dumped her. She resigned in shame and got out of the corporate world. Kane asks her about it but she refuses to discuss it. Eventually Kane acquiesces to Talia's blackmail and agrees to send a wire to Justin's last known address. She then goes to her hotel and stares at the phone until Kane calls. He insists she take him to dinner since she's blackmailing him and then proceeds to order the most expensive things on the menu, which was funny. They have a fun dinner and when he walks her back to her hotel room things get steamy. Then, just as things are getting going, Kane says the absolute stupidest thing possible by asking her if this was what she'd done with Hazelton. She's outraged that he not only assumes that the stories of her involvement with Hazelton were true, but that he'd bring it up at such a moment. In typical 1980's hero fashion, Kane is incapable of viewing things from her perspective and instead says she's overreacting and that he knew he should have waited a bit longer to bring it up. Talia says that he should NEVER bring it up, period, but still for some reason agrees that she's overreacting as she throws him out of her room. The next day, nothing has changed but for some reason Talia has completely gotten over her anger and is back to staring at the phone waiting for Kane's call. He strings her along for a while by saying that he could get a response to his inquiry at any time so she should stay close. They go on a few more outings and finally one night he invites her over to his house. There he finally talks her into explaining what happened with Hazelton. Things again get steamy and Talia comes to the realization that she's in love with Kane. They have mind-blowing sex and Talia is still catching her breath, awash in the sexual afterglow when Kane drops a bombshell on her. He says that he invited her over that night specifically to say "gotcha!". He's been lying to her all along. He only pretended to send the inquiry for Justin and has been using all their dates to get to know Talia so he could evaluate her character. And he's come to the realization that she's too soft-hearted to actually go through with the blackmail so he's officially calling her bluff. When she gets upset he says that he had to teach her a lesson that he's a man who won't bow down to blackmail tactics. Talia is devastated that while she was falling in love with Kane, he was playing her for a fool. She asks him if sleeping with her was part of his master plan to teach her a lesson and rather than answer, he tells her that she "had this coming and she knows it" and asks if she really thought he'd been helping her because of blackmail. She says that no, not after they had dinner that first night where they got friendly. After that she'd thought he'd been helping her because he wanted to. He laughs at her and says that she's far too soft and naive for her own good. He's really enjoying the whole scene, demanding that she actually say the words "I never intended to go through with the blackmail" as part of this lesson he feels she has to learn. Then once she's done that, he slyly says that if she wants his help finding Justin now, they could come to some other terms in the bedroom. This is so reminiscent of what Hazelton said to her that Talia is incensed. She slaps Kane across the face and tells him that she's already shown once that she doesn't use her body to negotiate and she's not going to start now. Then storms off to get in the shower. She's crushed to find that she has once again naively fallen into a cold-hearted corporate man's trap when she ought to have known better. Kane sees Talia scrubbing herself raw in the shower and she tells him she feels dirty. He gets mad and tells her over and over that she's overreacting. That she had this coming by trying to blackmail him in the first place and he couldn't let that stand. She agrees that she's overreacting just to get him to leave her alone and then while he's showering she gets dressed and leaves. He follows her in his car, angry that she didn't stick around so they could talk more. She refuses to get in the car with him and he gets even angrier but finally agrees to take her straight back to her hotel. He says they'll talk again in the morning and she agrees just to shut him up because she fully intends to be gone before he gets there. Three days later she's back in her office when a man shows up claiming to be from the FBI. He asks her a lot of questions about her search for Justin

and she gets a bad vibe off him. When he demands to know why she spent so much time with Kane if it wasn't to get information about Justin, Talia plays up their relationship as if they're still together. Just as she's showing the man out, Kane shows up and Talia is forced to greet him warmly in order to maintain the cover story. When they're alone, Kane reveals that he now really DOES have information on Justin and wants to use it to essentially blackmail Talia into giving him a second chance. The book never calls it blackmail. It's just an "agreement" or "bargain" that she'll get the info only if she'll give their relationship another chance. Oddly, Kane never once apologizes for handling things the way he did. He never seems to make the connection that his behavior was infinitely worse than her paper-thin blackmail threats could ever have been. They use Kane's newly discovered information to find Justin and along the way start sleeping together again. When they get close, Talia says that she's paying her end of the bargain and similar things. Kane gets upset that she's sleeping with him as part of a business arrangement rather than because she actually wants to, but ultimately still does it because, in his words, he'll take what he can get. The fake FBI agent shows up in the 11th hour to wave a gun around and swiftly get knocked unconscious with no fuss. Afterward Talia and Kane are back at their hotel and getting close to having sex again when Kane pulls away and says that he doesn't want her to sleep with him unless she loves him. He says that he's been in love with her from the moment she walked into his office and he'll do everything he can to make her love him back, but until then, no sex. He's barely two steps out the door when Talia calls him back and they live happily ever after. Overall it was a fine story. It was a little hard to believe that Kane could be so completely idiotic as to wait until he and Talia were getting busy to say something terrible, not once but twice. And I found it mildly irritating that Talia kept agreeing with him that she was overreacting when I felt her reactions were perfectly justified, given the circumstances. But Kane wasn't the physically and sexually abusive brute so many other 1980's heroes were and he did humble himself at the end by chasing after Talia with an olive branch, even if he never really apologized.

0 of 0 people found the following review helpful. Five Stars  
By J. Williams  
This is one of my favorite early Krentz novels. Great!  
0 of 0 people found the following review helpful. Five Stars  
By Sharon L. Morcerf  
great

Discover the secrets of influence, impact and transformational leadership **Power Play** is the powerful and practical 21st century guide to mega-impact and influence, providing business leaders with explosive influence strategies to move people into action and results. Influence, like gravity, pulls success into your orbit and gives you the power to make real changes in your relationships, your organisation and the world. This book explores the different types of power and you will learn when to coerce, when to collaborate and when to connect. You'll delve into areas of influence that you may not have considered, including the power of message, context, empathy, humour, positioning, love and more. This book identifies the strengths and weaknesses of each of these influence tools and offers practical tips so you can create a seismic shift in your influence while maintaining authenticity and integrity. Influence is the key factor that allows you to build powerful relationships that facilitate more effective leadership. It can mean the difference between achieving results and falling short, keeping clients or losing them, winning that pitch or blowing it. This book shows you how to amplify your influence and turbo charge your impact in every area. Understand the different types of power Discover new tools of influence and the art of power play Explore influence strategies with impact and integrity Become a power player and deliver results Influence is a science, and it's the key to your personal and professional success. **Power Play** helps you build a bottomless supply, and wield it with authenticity, compassion and integrity.

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About the Author Yamini Naidu is a global expert in leadership and influence through storytelling. Her unique blend of humour, authenticity, practicality and motivation have put her in high demand as a speaker and presenter. She is the co-author of the bestselling, *Hooked: How Leaders Connect, Engage and Inspire with Storytelling*. Find out more at [yamininaidu.com.au](http://yamininaidu.com.au).