



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

By Jonathan Frost

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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.

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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:

Carla Smith:

As people who live in the modest era should be revise about what going on or information even knowledge to make these individuals keep up with the era and that is always change and move ahead. Some of you maybe will update themselves by studying books. It is a good choice for you personally but the problems coming to a person is you don't know what one you should start with. This When Zebras Discover Motorbikes: How to influence people, situations and results. is our recommendation so you keep up with the world. Why, as this book serves what you want and need in this era.

Markus Walker:

A lot of people always spent all their free time to vacation or go to the outside with them friends and family or their friend. Do you know? Many a lot of people spent they free time just watching TV, or even playing video games all day long. In order to try to find a new activity honestly, that is look different you can read some sort of book. It is really fun for you personally. If you enjoy the book that you read you can spent all day every day to reading a reserve. The book When Zebras Discover Motorbikes: How to influence people, situations and results. it is rather good to read. There are a lot of people who recommended this book. They were enjoying reading this book. In the event you did not have enough space to bring this book you can buy often the e-book. You can m0ore effortlessly to read this book through your smart phone. The price is not to fund but this book offers high quality.

Shawn Jones:

Playing with family in a park, coming to see the ocean world or hanging out with buddies is thing that usually you might have done when you have spare time, after that why you don't try point that really opposite from that. One particular activity that make you not experience tired but still relaxing, trilling like on roller coaster you already been ride on and with addition info. Even you love When Zebras Discover

Motorbikes: How to influence people, situations and results., you are able to enjoy both. It is fine combination right, you still desire to miss it? What kind of hangout type is it? Oh occur its mind hangout folks. What? Still don't obtain it, oh come on its identified as reading friends.

Tracy Laflamme:

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