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About the Authors. Kerry Patterson is a training program author. Joseph Grenny is a speaker and founder of a nonprofit organization. David Maxfield is performance researcher and speaker. Ron McMillan is a leadership speaker and consultant. Al Switzler is a training expert and faculty member at the University of Michigan. They lead a corporate training and organizational performance firm, and also ...

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The Influencer Training is based on the book, Influencer: The Power to Change Anything, by Kerry Patterson, Joseph Grenny, David Maxfield, Ron McMillan, and Al Switzler. The more I walk through the model, the more I appreciate it.

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