



1703 N. Beauregard St. • Alexandria, VA 22311-1714 USA  
Phone: 800-933-2723 or 703-578-9600 • Fax: 703-575-5400  
Website: [www.ascd.org](http://www.ascd.org) • E-mail: [member@ascd.org](mailto:member@ascd.org)  
Author guidelines: [www.ascd.org/write](http://www.ascd.org/write)

Ranjit Sidhu, *Executive Director and CEO*; Stefani Roth, *Publisher*; Genny Ostertag, *Director, Content Acquisitions*; Susan Hills, *Senior Acquisitions Editor*; Julie Houtz, *Director, Book Editing & Production*; Miriam Calderone, *Editor*; Judi Connelly, *Senior Art Director*; Donald Ely, *Associate Art Director*; Cynthia Stock, *Typesetter*; Kelly Marshall, *Interim Manager, Production Services*; Trinay Blake, *E-Publishing Specialist*; Isel Pizarro, *Senior Production Specialist*

Copyright © 2020 ASCD. All rights reserved. It is illegal to reproduce copies of this work in print or electronic format (including reproductions displayed on a secure intranet or stored in a retrieval system or other electronic storage device from which copies can be made or displayed) without the prior written permission of the publisher. By purchasing only authorized electronic or print editions and not participating in or encouraging piracy of copyrighted materials, you support the rights of authors and publishers. Readers who wish to reproduce or republish excerpts of this work in print or electronic format may do so for a small fee by contacting the Copyright Clearance Center (CCC), 222 Rosewood Dr., Danvers, MA 01923, USA (phone: 978-750-8400; fax: 978-646-8600; web: [www.copyright.com](http://www.copyright.com)). To inquire about site licensing options or any other reuse, contact ASCD Permissions at [www.ascd.org/permissions](http://www.ascd.org/permissions), or [permissions@ascd.org](mailto:permissions@ascd.org), or 703-575-5749. For a list of vendors authorized to license ASCD e-books to institutions, see [www.ascd.org/epubs](http://www.ascd.org/epubs). Send translation inquiries to [translations@ascd.org](mailto:translations@ascd.org).

ASCD® and ASCD LEARN. TEACH. LEAD.® are registered trademarks of ASCD. All other trademarks contained in this book are the property of, and reserved by, their respective owners, and are used for editorial and informational purposes only. No such use should be construed to imply sponsorship or endorsement of the book by the respective owners.

All web links in this book are correct as of the publication date below but may have become inactive or otherwise modified since that time. If you notice a deactivated or changed link, please e-mail [books@ascd.org](mailto:books@ascd.org) with the words “Link Update” in the subject line. In your message, please specify the web link, the book title, and the page number on which the link appears.

PAPERBACK ISBN: 978-1-4166-2873-6 ASCD product #120009 n2/20  
PDF E-BOOK ISBN: 978-1-4166-2874-3; see Books in Print for other formats.  
Quantity discounts are available: e-mail [programteam@ascd.org](mailto:programteam@ascd.org) or call 800-933-2723, ext. 5773, or 703-575-5773. For desk copies, go to [www.ascd.org/deskcopy](http://www.ascd.org/deskcopy).

### Library of Congress Cataloging-in-Publication Data

Names: Ende, Fred, author. | Everette, Meghan, author.  
Title: Forces of influence : how educators can leverage relationships to improve practice / Fred Ende, Meghan Everette.  
Description: Alexandria, Virginia : ASCD, 2020. | Includes bibliographical references and index. | Summary: “The authors introduce four “forces,” or levels, of influence that educators can use to leverage relationships to support one another’s practice and effect positive change”—Provided by publisher.  
Identifiers: LCCN 2019044663 (print) | LCCN 2019044664 (ebook) | ISBN 9781416628736 (paperback) | ISBN 9781416628743 (pdf)  
Subjects: LCSH: Teachers—Professional relationships—United States. | Educators—Professional relationships—United States. | Educational change—United States.  
Classification: LCC LB1775.2 .E524 2020 (print) | LCC LB1775.2 (ebook) | DDC 371.1—dc23  
LC record available at <https://lcn.loc.gov/2019044663>  
LC ebook record available at <https://lcn.loc.gov/2019044664>