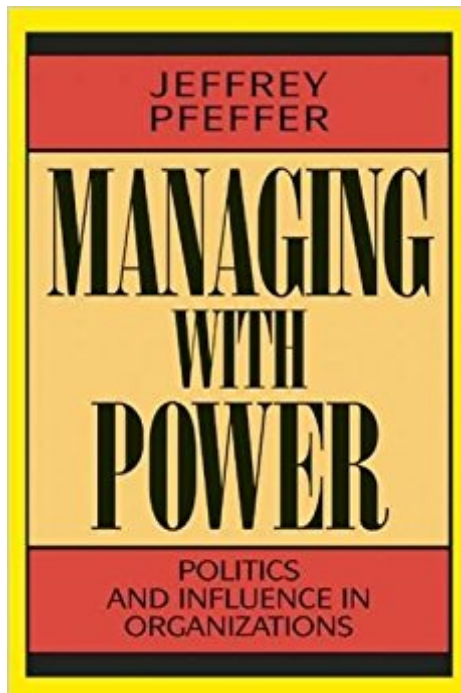




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Managing With Power: Politics And Influence In Organizations



Synopsis

Although much has been written about how to make better decisions, a decision by itself changes nothing. The big problem facing managers and their organizations today is one of implementation--how to get things done in a timely and effective way. Problems of implementation are really issues of how to influence behavior, change the course of events, overcome resistance, and get people to do things they would not otherwise do. In a word, power. *Managing With Power* provides an in-depth look at the role of power and influence in organizations. Pfeffer shows convincingly that its effective use is an essential component of strong leadership. With vivid examples, he makes a compelling case for the necessity of power in mobilizing the political support and resources to get things done in any organization. He provides an intriguing look at the personal attributes--such as flexibility, stamina, and a high tolerance for conflict--and the structural factors--such as control of resources, access to information, and formal authority--that can help managers advance organizational goals and achieve individual success.

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Customer Reviews

Jeffrey Pfeffer is Professor of Organizational Behavior at the Graduate School of Business, Stanford University. He is the author or co-author of 11 books, and a monthly column in *Business 2.0*.

Empirical evidence to back up theory. Ties well to his first book on acquiring power

Purchased as a required text for a class. I have a simple neutral opinion of the book.

It's a very readable book! I recommend it.

Great digital book.

First read this book when I was in business school and I continue to refer to it today. It is the best book out there for understanding the power dynamics within corporations. If you find corporate politics frustrating and painful, this book helps you look at internal situations scientifically and unemotionally and respond in kind.

Great book to have!

Some well explained examples and a logical flowing presentation. Good depth in the explanations. Although examples are dated/historical the applicability remains (and the history makes for interesting reading)

Awesome book

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