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Politics And Influence In

Organizations Jeffrey

Pfeffer

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Jeffrey Pfeffer

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"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.

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CHAPTER 5 MANAGING POWER AND POLITICS IN

ORGANIZATIONS. Resistance, Empowerment, Ethics. Objectives and learning outcomes. By the end of this chapter, you will be able to Appreciate that the central task of any manager is to manage people and that managing people means managing power relations Understand how power is played out in organizational structures Evaluate what might be bases for authority in organizations Grasp some of the central ethical issues involved in managing power and ...

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Power (and politics) is probably the most important topic in

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project management but at the same time one of the least discussed subjects. Power, in the engineering sense, is defined as the ability to do work. In the social sense, power is the ability to get others to do the work (or actions) you want regardless of their desires.

~~Power and politics in project management~~

Managing with Power provides an in-depth look at the role of power and influence in organizations. Power is often disparaged, yet Pfeffer shows convincingly that its effective use is an essential component of strong leadership.

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Power and politics in organizations are a reality that no organization can ignore. Though the evolution of the modern corporation and the concomitant rise of the managerial class with a professional way of running the firms is touted to be one of the contributory factors for the decline on power politics in organizations, one cannot just simply say that there are no power centers or people with vested interests even in the most professionally run and managed firms.

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Problems of implementation are really issues of how to influence

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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.

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[18:00 1/10/2007 5023-Buchanan-FM.tex] Job No: 5023 Buchanan: Power, Politics and Organizational Change Page: iii 1-xxv Power, Politics, and Organizational Change Winning the Turf Game Second Edition David A. Buchanan and Richard J. Badham

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Cranfield University School of
Management and Macquarie
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Pfeffer

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power is attained, there is more opportunity to engage in political behavior One things does appear to be clear: the political element of the management process is non-rational. Organizations cannot pretend to engage in rational decision-making processes so long as political influences play a role -- and they always will!

~~POWER AND ORGANIZATIONAL POLITICS~~

A political pyramid exists when

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people compete for power in an economy of scarcity. In other words, people cannot get the power they want just for the asking. Instead, they have to enter into the...

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Managing With Power: Politics and Influence in Organizations. by.

Released November 1993.

Publisher (s): Harvard Business Review Press. ISBN:

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