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In Organizations
Jeffrey Pfeffer

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Politics And~~

"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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Influence in ...~~

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

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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

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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.

~~Power and Politics in Organizations —Management Study Guide~~

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

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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 Cran fi eld University School of Management and Macquarie University Graduate School of Management

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~~Power, Politics, and Organizational Change~~

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 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

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Jeffrey Pfeffer

~~Power and Politics in
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your organization. Understand who
controls the resources (budget,...

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