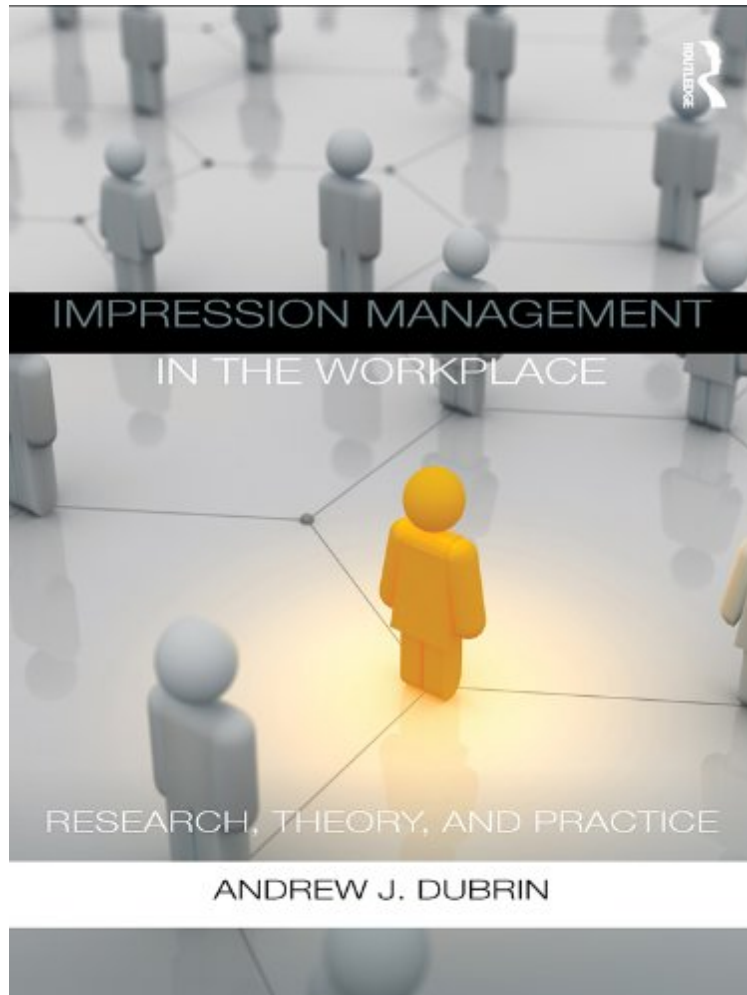


# Impression Management in the Workplace: Research, Theory and Practice

*Andrew J. DuBrin*

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**Andrew J. DuBrin : Impression Management in the Workplace: Research, Theory and Practice** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Impression Management in the Workplace: Research, Theory and Practice:

2 of 2 people found the following review helpful. A very solid resourceBy DavidDubrin has put together a useful one-stop shop for anyone interested in impression management. This work is not entirely comprehensive, but gets to the point and hits most of the major IM concepts, theories, and measures (which is a nice feature), particularly as they relate to organizations. Select chapters would be useful for many leadership and organizational behavior classes, or alternatively, the entire book could be used for a class dedicated to impression management.

Wanting to create a favorable impression with others is a basic part of human nature in both work and personal life. In this book, Andrew J. DuBrin skillfully provides a guide to the effective use of impression management based on scholarly research and theory, with particular attention to practical application. He highlights not only impressions that individuals make, but those made by entire organizations. Self-tests and questionnaires allow readers to pinpoint how they currently employ impression management techniques in their work lives. Each chapter includes a section on "Guidelines for Application and Skill Development" that provides real-world advice based on the theories and research outlined in the chapter. With this book, students will glean the best methods for creating positive, career-building impressions in current and future positions.

"This is a must-read for researchers and practitioners. Andrew DuBrin has, again, proven his skills as a researcher who can transform theory into practice. On the subject of impression management, he makes a compelling argument for why both individuals and organizations should be aware of the power of how we project and are perceived by others." -- Gary Bonvillian, Ph.D., President, Thomas University "Consistent with Andrew DuBrin's other books, *Impression Management in the Workplace* addresses an important and timely topic in a manner that makes academically rigorous research material accessible, interesting, and useful for management students and professionals alike. I strongly recommend this book." -- Dr. David C. Baldrige, Associate Professor of Management, Oregon State University, College of Business and Honors College and Oregon Executive MBA Program "Finally, a text that offers an in-depth analysis from many perspectives on the issue of impression management. This book manages the fine art of being research-laden while at the same time instructive for personal development and self-improvement. The reader might also glean some practice in discerning authentic impressions versus duplicitous impressions." -- Eileen McDargh, President, McDargh Communications. Author of numerous books including *Talk Ain't Cheap-It's Priceless* and *Gifts from the Mountain*. About the Author Andrew J. DuBrin is a Professor of Management emeritus at the E. Philip Saunders College of Business at the Rochester Institute of Technology, where he has taught courses and conducts research in leadership, organizational behavior, influence processes, and career management.