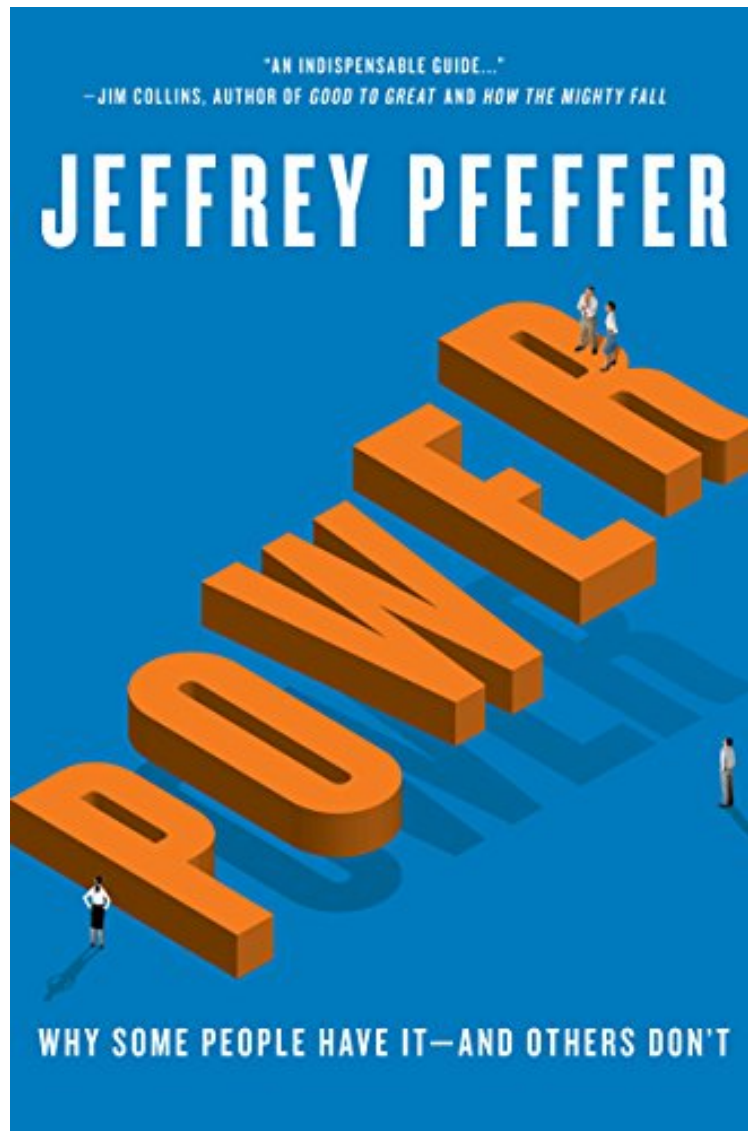


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Power: Why Some People Have It and Others Don't

Jeffrey Pfeffer

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Jeffrey Pfeffer : Power: Why Some People Have It and Others Don't before purchasing it in order to gauge whether or not it would be worth my time, and all praised Power: Why Some People Have It and Others Don't:

1 of 1 people found the following review helpful. No BS in this one! By R Gupta No BS in this one! Cuts right through it and to what really matters in leadership and to acquire and keep power. Spares the fluff and gets to the basics of what truly matters in human interaction when it comes to power. 1 of 1 people found the following review helpful. Better than most on the subject By Jaewoo Kim This book deals with power primarily in corporate politics. Power is important because it tends to bestow health, money, and happiness onto a person. Perhaps more importantly, lack of power means one is helpless and has no control over one's destiny or options. Having power is important and people

know it. The book then deals with few characteristics of those in power and provides a real-world example of how those characteristics play a significant role in obtaining and keeping corporate power. I think this would be a terrific book for those who are graduating from college and are going to start their life in the corporate America. For those who are more experienced, much of the knowledge in this book should be already common knowledge. But the book reinforces the basic notions of power, such as having technical competence itself does not guarantee corporate success. It takes a combination of political acumen, interpersonal skills, and technical competency. The most important person in your workplace is your boss. He/she has the most say on whether you get promoted or get a nice pay raise. Unfortunately, one's boss may not always gauge one's performance objectively and may hand-out political and monetary rewards based on the subordinate's loyalty, trustworthiness, and political acumen. Bad news does not travel to those in power. So those in power should actively seek bad news in the organization. The more power you have, the more people will kiss up to you. But ironically, more people will also want your job. So although gaining power is difficult, keeping it might be even more trickier. Political coup against the boss by the subordinates is not uncommon in the power game. 0 of 0 people found the following review helpful. A Must Read for new members of the workforce

By book guy This book was an extremely helpful resource in analyzing the inner workings of my former workplace. It is certainly true, power is crucial to success in every job. Combined with self-awareness, influence, and the ability to act on other the fundamental skills outlined in this book can change your outlook on your career and the people you spend time with at work. The game is being played, and it's in your best interests to participate if you want to be successful.

ldquo;Pfeffer [blends] academic rigor and practical genius into wonderfully readable text. The leading thinker on the topic of power, Pfeffer here distills his wisdom into an indispensable guide. rdquo;mdash; Jim Collins, author of New York Times bestselling author Good to Great and How the Mighty Fall

Some people have it, and others don't

mdash; Jeffrey Pfeffer explores why in Power. One of the greatest minds in management theory and author or co-author of thirteen books, including the seminal business school text Managing With Power, Pfeffer shows readers how to succeed and wield power in the real world.

From Publishers Weekly Pfeffer (The External Control of Organizations), professor of organizational behavior at Stanford University, posits that intelligence, performance, and likeability alone are not the key to moving up in an organization; instead, he asserts, self promotion, building relationships, cultivating a reputation for control and authority, and perfecting a powerful demeanor are vital drivers of advancement and success. The book has a realpolitik analysis of human behavior that isn't for everyone but its candor, crisp prose, and forthrightness are fresh and appealing. Case studies feature the careers of such leaders as G.E. CEO Jack Welch, General George Patton, Time CEO and Chairman Ann Moore, Lt. Colonel Oliver North, and President Bill Clinton; and Pfeffer dispenses advice on how to overcome obstacles like "the self-promotion" dilemma, how to sharpen one's "acting" skills on the job, and use tactics like interruption to appear more powerful. Brimming with frank, realistic insights on paths to the top, this book offers unexpected--and aggressive--directions on how to advance and flourish in an ever-more competitive workplace.

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From Booklist Is the need for power an evil motivation driven by greed and lust, or is it a worthy goal that produces wealth, longevity, and leadership? Pfeffer asks us to consider the more positive reasons that we reach for power in our professional lives in order to feel in control, get wealthy, and achieve our goals. The desire for power is a topic that is often overlooked or disparaged in most inspirational leadership books because leaders presenting their own careers as models tend to portray themselves as noble and good, and omit discussing the power plays that they used to get to the top. According to Pfeffer, we need to stop seeing the world as a just and fair place, and actively develop those qualities needed to achieve power. He offers advice on how to obtain the initial position on the first rung of the ladder to power, how to take advantage of social networks, build a reputation, and overcome setbacks. Pfeffer never answers the question as to whether power leads to happiness, but he insists that having it will ultimately put you in a better place.

--David Siegfried

ldquo;Talk about speaking truth to power! In refreshingly candid prose, Jeff Pfeffer offers brilliant insights into how power is successfully built, maintained, and employed in organizations. It's well known that when Pfeffer speaks about power, smart people listen. This book shows why. rdquo;