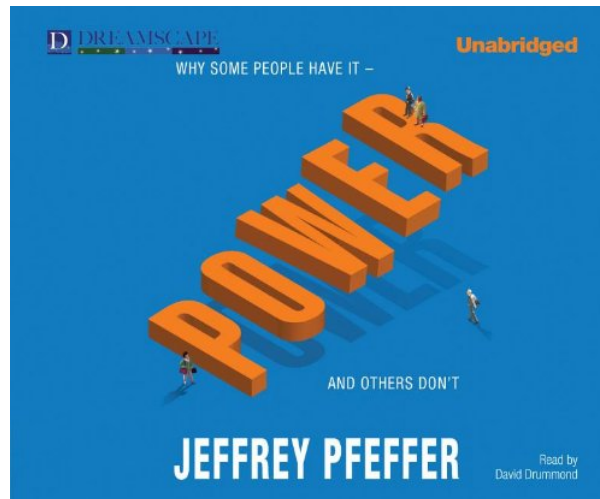
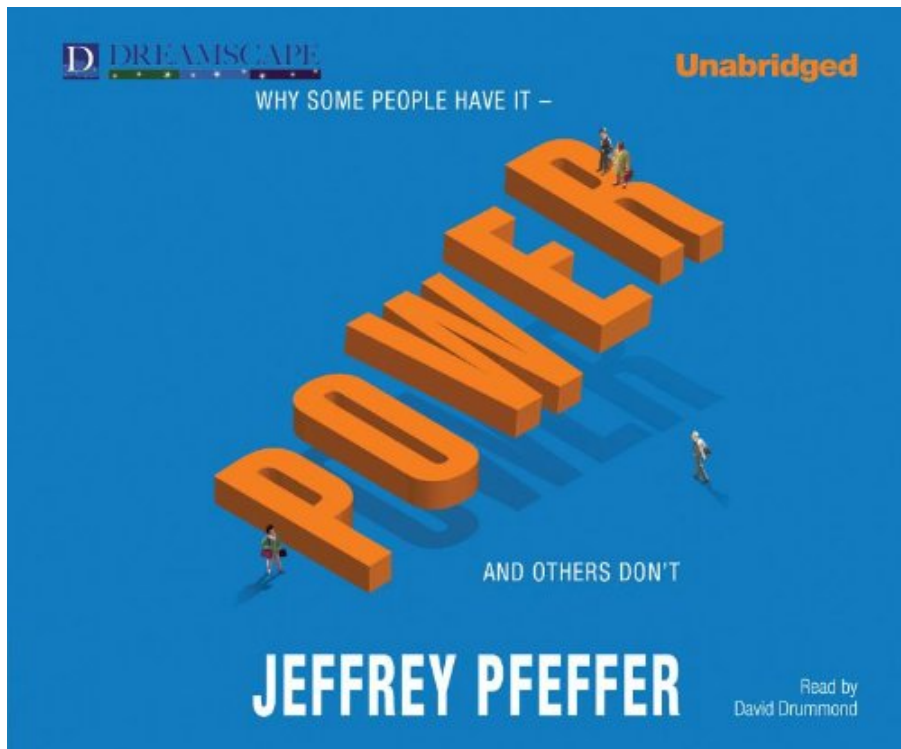


POWER: WHY SOME PEOPLE HAVE IT - AND OTHERS DON'T BY JEFFREY PFEFFER



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There is no doubt that publication *Power: Why Some People Have It - And Others Don't* By Jeffrey Pfeffer will consistently provide you inspirations. Also this is just a book *Power: Why Some People Have It - And Others Don't* By Jeffrey Pfeffer; you could find many styles and kinds of publications. From amusing to experience to politic, and also scientific researches are all given. As what we state, below we provide those all, from popular writers and also author on the planet. This *Power: Why Some People Have It - And Others Don't* By Jeffrey Pfeffer is among the compilations. Are you interested? Take it now. Exactly how is the means? Learn more this article!

From Publishers Weekly

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POWER: WHY SOME PEOPLE HAVE IT - AND OTHERS DON'T BY JEFFREY PFEFFER PDF

Brimming with counterintuitive advice, numerous examples from various countries, and surprising findings, this groundbreaking guide reveals the strategies and tactics that separate the winners from the losers. Power is a force that can be used and harnessed not only for individual gain but also for the benefit of organizations and society. Power, however, is not something that can be learned from those in charge — their advice often puts a rosy spin on their ascent and focuses on what should have worked, rather than what actually did. Instead, Pfeffer reveals the true paths to power and career success. Iconoclastic and grounded in the realpolitik of human interaction, Power is an essential organizational survival manual and a new standard in the field of leadership and management.

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Most helpful customer reviews

3 of 3 people found the following review helpful.

Real Depiction of Life in the Trenches....

By D. Kanigan

Are you looking for your work ethic and job performance to guarantee a ride to the top? Not so fast. Be the exceptional corporate soldier and expect a natural course of evolution to a bigger job? You may be sorely disappointed. Expect your colleagues to play fair and by the rules? Wake up. Feel that your Ivy league education and your intelligence are head and shoulders above your peers and senior management and this will propel you to the top? Good luck with that strategy. Believe that you don't need to "play politics" because your performance speaks for itself? You are heading for a rude awakening.

Jeffrey Pfeffer, a Stanford University School professor, dispels popular notions and beliefs on common paths to power and the next rung up. He then suggests the most effective path to power - building strong relationships with your boss ("worry about your relationship with your boss as much as you worry about your job performance"). Pfeffer goes on to explain how to speak/act in a manner that conveys and produces power, how to self-promote, importance of building a powerful reputation, how to cope with opposition, and the downsides of being in a powerful position ("are you willing to pay the price"). Certain lessons taken from this book can be dark for those unprepared to play the game. Yet, power - acquiring, maintaining and using it - are important to protect one's position and important to get things done.

If I had any complaints about the book, it would be on readability. The book is loaded ("over-loaded"?) with

examples and stories. Sections tend to run on without natural transitions. In here is the reason for my 4* rather than a 5* rating.

For anyone interested in thriving and surviving in corporate America, this book is mandatory reading.

1 of 1 people found the following review helpful.

Worthwhile Read

By MYM

I am glad that I purchased and read the book.

Even if you don't play the power game, you need to know about it. This book does a good job of telling you how it is played. I walked away with the following points:

- Play the power game because you'll be better off than if you refuse to play it.
- The world isn't fair, so don't expect it to be.
- People in power do what it takes to get power. (working hard, butt-kissing, deception)
- Once you have power, you have to work to keep it. (keeping doing what it takes to get it and more!)

You won't find a happy ending, or even feel really all that great after reading it. I don't think that was the author's intent.

At the end of the book, I was left with the sad realization that this is the game and it has to be played. Now wheter I would teach some of the valuable lessons in this book to my kids, that is another question...

3 of 4 people found the following review helpful.

Helpful if you're already somewhat important,

By kj

not so much if you are a peon, like myself. This is a how-to on best practices for sabotaging coworkers and especially how to throw them under the bus. Not really my style, though I do believe in my heart of hearts that, sadly, all advice given in this book is in fact true and good. I tried playing the power game 3 times and lost all 3 times. It isn't good for the soul, as the author will remind you over and over again. In my experience, I find myself defeated with almost no self-confidence left. I probably would have been better off not playing any game at all. So, while the advice in this book is sound, it can and will take its toll if you never are able to get a "win" in, which is highly possible.

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