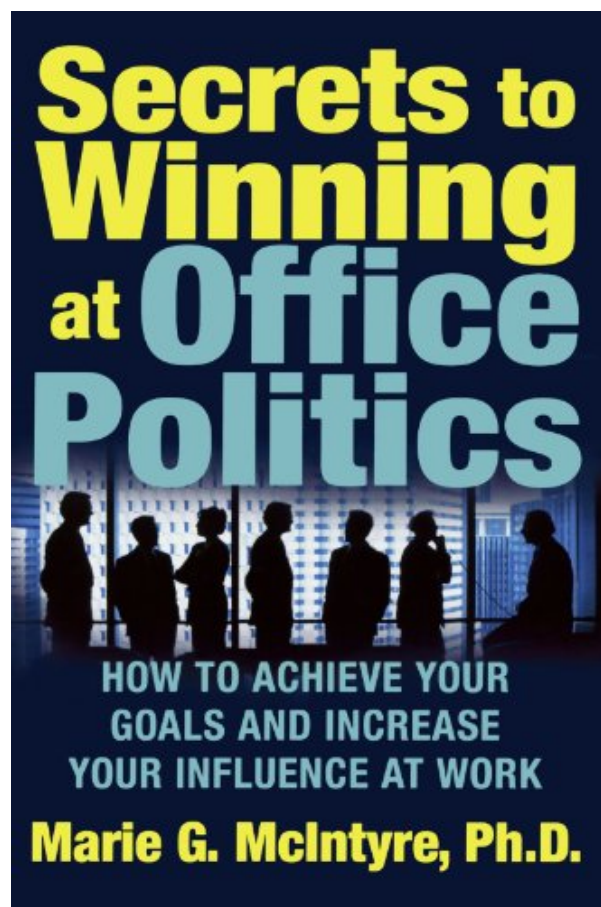
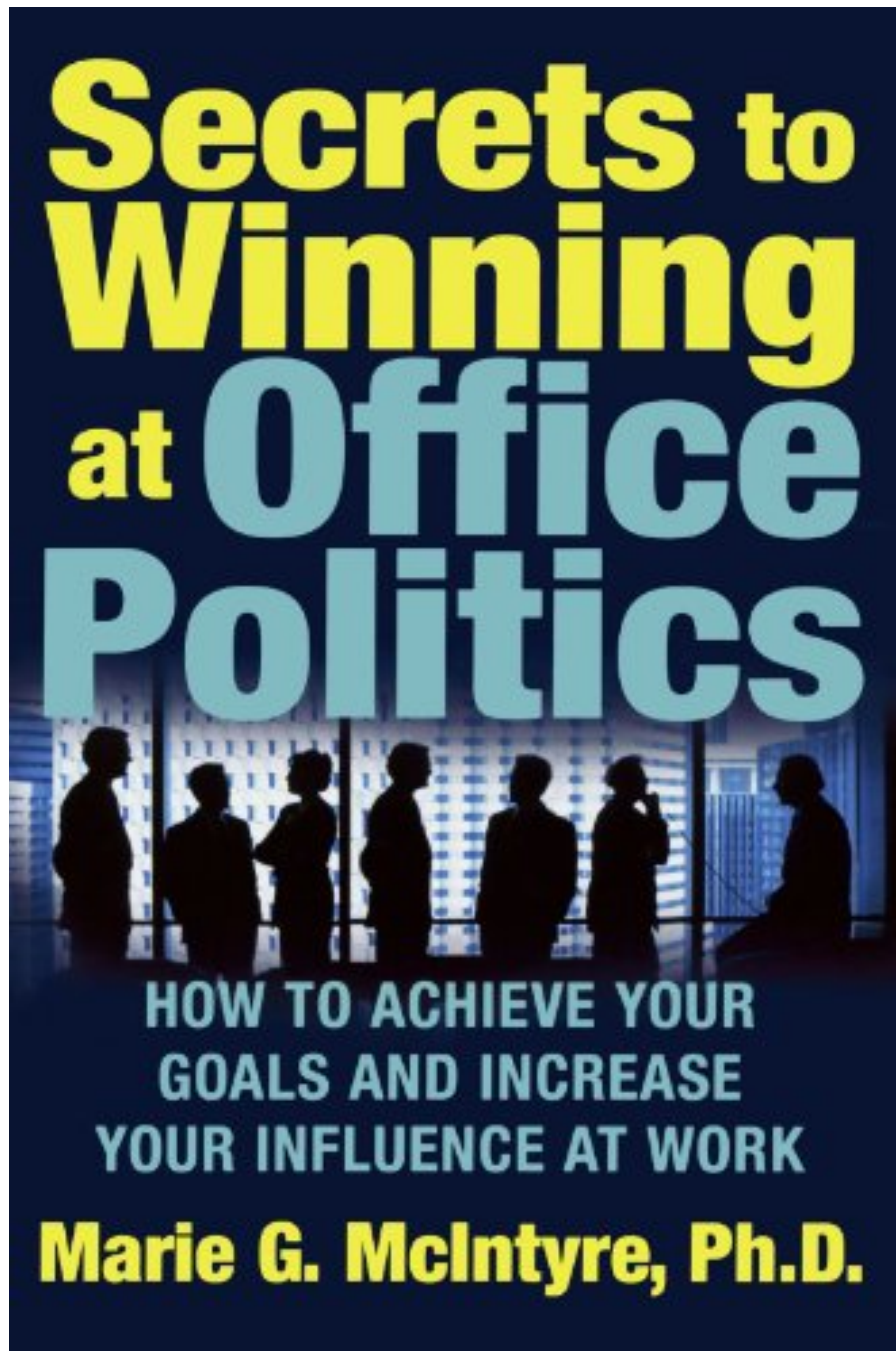


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Get Ahead, Gain Influence, Get What You Want

Office politics are an unavoidable fact of life in every workplace. To accomplish your personal and business goals, you must learn to successfully play the political game in your organization. Whether you are a new player or a seasoned veteran, *Secrets to Winning at Office Politics* can help you increase your personal power without compromising your integrity or taking advantage of others. This smart, practical guide shows you how to stop wasting energy on things you can't change and start taking steps to get what you want.

Written by an organizational psychologist and corporate consultant, Marie G. McIntyre's *Secrets to Winning at Office Politics* uses real-life examples of political winners and losers to illustrate the behaviors that contribute to success or failure at work. You will be shown techniques for managing your boss more effectively, improving your influence skills, changing the way you are perceived, and dealing with difficult people. Using these proven strategies for political success, you will then be able to create a Political Game Plan that outlines the steps necessary to accomplish your own individual goals.

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- Number of items: 1
- Dimensions: 8.20" h x .84" w x 5.44" l, .77 pounds
- Binding: Paperback
- 288 pages

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Very Useful for Your Professional and Personal Life

By Kevin Sen White

I was recommended this book by a successful working professional. I found that this book is very straightforward and honest in discussing the personalities, power, and dynamics of work environments. In parallel, I read "How to Win Friends and Influence People" by Dale Carnegie. While Carnegie's book is useful in dealing with "most people", McIntyre's is better: it acknowledges that there are friends, colleagues, adversaries, and potential enemies. Having acknowledged this, she presents effective and useful strategies that have been found to work in most situations. McIntyre also correctly states that there will be situations where the only effective solution is to have an exit strategy and a clear and defined alternative goal.

I cannot stress enough how useful the advice presented in this book is for personal relationships as well. Read the book and substitute the words "workplace", "colleague", "manager", with "circle of friends", "friend", and "friend of circle of friends who has more power than you do". The same concepts apply. Carnegie's book unfortunately does not acknowledge that there are toxic people in the professional and personal world, and if taken at face value one may be in danger of being a push over. McIntyre's book, on the other hand, calls a spade a spade and provides solutions that, if incorporated over time, will generally improve your professional and personal life.

51 of 54 people found the following review helpful.

I wish I had this book years ago.

By R. Symonds

For the longest time, office politics for me was like an incomprehensible and invisible current running throughout the company. Something slippery that I couldn't grasp--even though it permeated and affected everything. The result was many politically boneheaded moves on my part. I spent a lot of time frustrated when trying to get things done that involved other people. I was continually perplexed at how people showing little skill could gain huge amounts of destructive influence. And more perplexed at how these people could retain their influence even after creating failure after failure within an organization.

Office politics are a fact of life. It doesn't matter if you like them or not. It doesn't matter if you think politics are amoral or wrong. It doesn't matter if you think things should be different. Similar to the way gravity is a fact of life, whether you like it or not or think it should be different. The simple fact is that office politics exist and they affect you.

This book is a tightly written guide to understanding them and using them. As soon as I got into the book, a lot of things that had left me puzzled over the years became clear. And the landscape of politics, past and present, that previously seemed hidden came into plain view. The author is very adept at breaking everything down into easily understood concepts. I also like that the book has exercises to help you assess your political strengths and weaknesses and develop political skill in a variety of areas.

Some people seem to have an innate understanding of office politics. I didn't. Many don't. Those of us that don't have that understanding will find ourselves at the mercy of those that do. This book can put us on the right track to achieving the same level of political savvy.

If you want to learn: how politics work in an organization, how to limit damage done by destructive people with power and how to cultivate power and influence for yourself--read this book.

0 of 0 people found the following review helpful.

Good book for understanding the underlying rationale of office politics

By Michael Munn

Good book for understanding the underlying rationale of office politics, as well as offering some sage advice on how to cope with it.

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