

## Power Jeffrey Pfeffer

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

Jeffery Pfeffer: Power: How to Get It, Use It, and Keep It Jeffrey Pfeffer: Why Cultivating Power is the Secret to Success Jeffrey Pfeffer: How to Win Power and Influence People

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Jeffrey Pfeffer is a professor of Organizational Behavior at the Graduate School of Business of Stanford University. He is writing about building power or authority inside organizations. His focus is more than politics. It is also about how to succeed at the top levels of companies or organizations.

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In my Paths to Power class and my book Power: Why Some People Have It — and Others Don't, ... Jeffrey Pfeffer. Spend more time building social relationships. Figure out who in your company, industry, and in even more distant and diverse environments might be helpful in your career. Make a list of those people and prioritize it. Then figure out a way to meet those people, ranging from ...

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Here I liked Jeffrey Pfeffer's ability to point out the importance in how to deal, handle and use power. He points out to the actual reality regarding power play in all organizations. I can imagine for example that the chapter 'It takes more than performance' will be an eye-opener for many.

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Jeffrey Pfeffer, a professor of organizational behavior, explains why seeking power is in your best interest and shows you how to attain power and keep it. He debunks the objections you usually hear from the powerless and the powerful alike.

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Jeffrey Pfeffer (born 23 July 1946, St. Louis, Missouri) is an American business theorist and the Thomas D. Dee II Professor of Organizational Behavior at the Graduate School of Business, Stanford University, and is considered one of today's most influential management thinkers.

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Pfeffer breaks down aspects of power such as communication, self-promotion, acting, use of anger as well as other facets. These are outlined and described (with examples) in easy to digest chapters. This work is a mix of study (the nature of power) as well as "how to."

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Jeffrey Pfeffer, 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.

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Jeffrey Pfeffer has won the Richard D. Irwin Award presented by the Academy of Management for scholarly contributions to management and numerous awards for his articles and books. He is listed in the Thinkers 50 Hall of Fame and as one of the most influential HR thinkers by HR Magazine.

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Jeffrey Pfeffer is the Thomas D. Dee II Professor of Organizational Behavior at the Stanford Graduate School of Business. He has authored or coauthored fourteen books and is a highly sought-after expert on the subject of power and leadership. He is widely considered one of the leading

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- Like it or not, self-promoters get rewarded

2. The best way to acquire power is to construct a positive image and reputation, in part by co-opting others to present you as successful and effective.