

## Managing With Power Politics And Influence In Organizations Jeffrey Pfeffer

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"Managing with Power" provides an in-depth look at the role of power and influence in organizations. Pfeffer shows convincingly that its effective use is an essential component of strong leadership. With vivid examples, he makes a compelling case for the necessity of power in mobilizing the political support and resources to get things done in any organization.

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power is attained, there is more opportunity to engage in political behavior One things does appear to be clear: the political element of the management process is non-rational. Organizations cannot pretend to engage in rational decision-making processes so long as political influences play a role -- and they always will!

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