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George J. Lumsden

<u>Impact Management Personal Power Strategies For Success</u>

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Associations' Publications in Print ,1981 1981 in 2 v v 1 Subject index v 2 Title index Publisher title index Association name index Acronym index Key to publishers and distributors abbreviations **International Labour Documentation** Organizational Power Politics Gilbert W. Fairholm, 1993-01-26 Organizational Power Politics is about how ,1980-12 individuals can achieve their objectives in organizational work groups Office politics or organizational politics is a significant part of the life of everyone who works with others in formal or informal groups These relationships are power tinged and success can be attained only as we use power effectively Understanding what power is and how it can be used to gain personal or group objectives is the focus of the book It provides readers with specific recommendations about the situations in which power use can be effective and it identifies those tactics most effective in leading subordinates and superiors toward the achievement of our goals This work will be of interest to scholars and practicing managers seeking information on how better to use organizational politics to attain personal and organizational goals It provides insight into power theory as well as a practical model for power use strategic orientation and operational tactics The Office ,1980 **Smart Ouestions** Dorothy Leeds, 2000-11-01 Whether you manage one person or hundreds asking the right question at the right time is one of the most valuable skills you can have It s what distinguishes a good manager from a great one This definitive guide shows you how to ask for the most from your staff and get it Enhance people productivity through motivation Turn your question into positive action Ask the right question of the right person at the right time Conduct a hiring interview the Smart Questions way Reduce mistakes and overcome objections Solve problems and gain control over volatile situations Dorothy Leads has contributed enormously to the practice of good management This is a book you should read Nancy Austin coauthor of A Passion for Excellence Library of Congress Catalogs Library of Congress, 1980 Personnel Literature, Volume **38, Number 1**,1979 **Learn Wise Leading** Simone Janson, 2025-03-19 Also in the 7th revised and improved edition

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