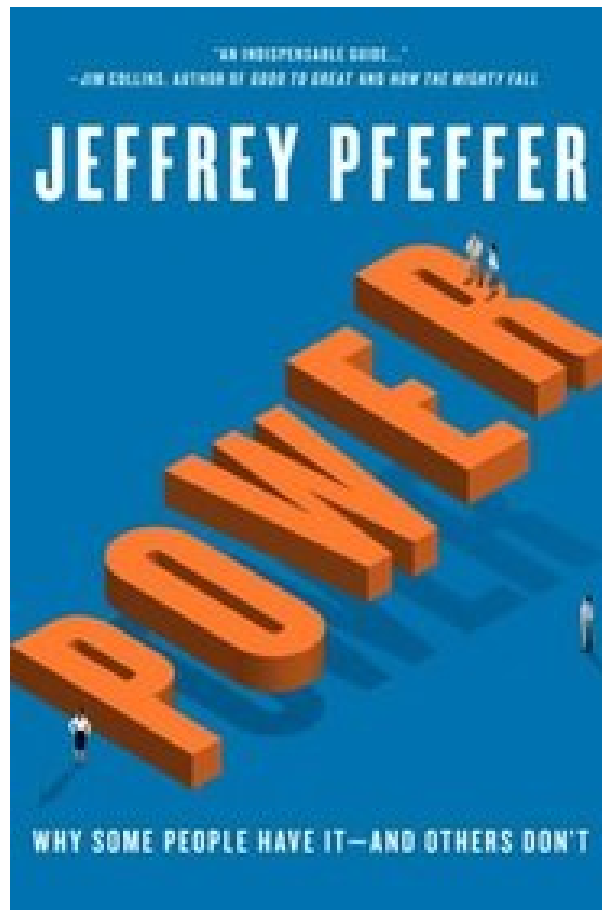
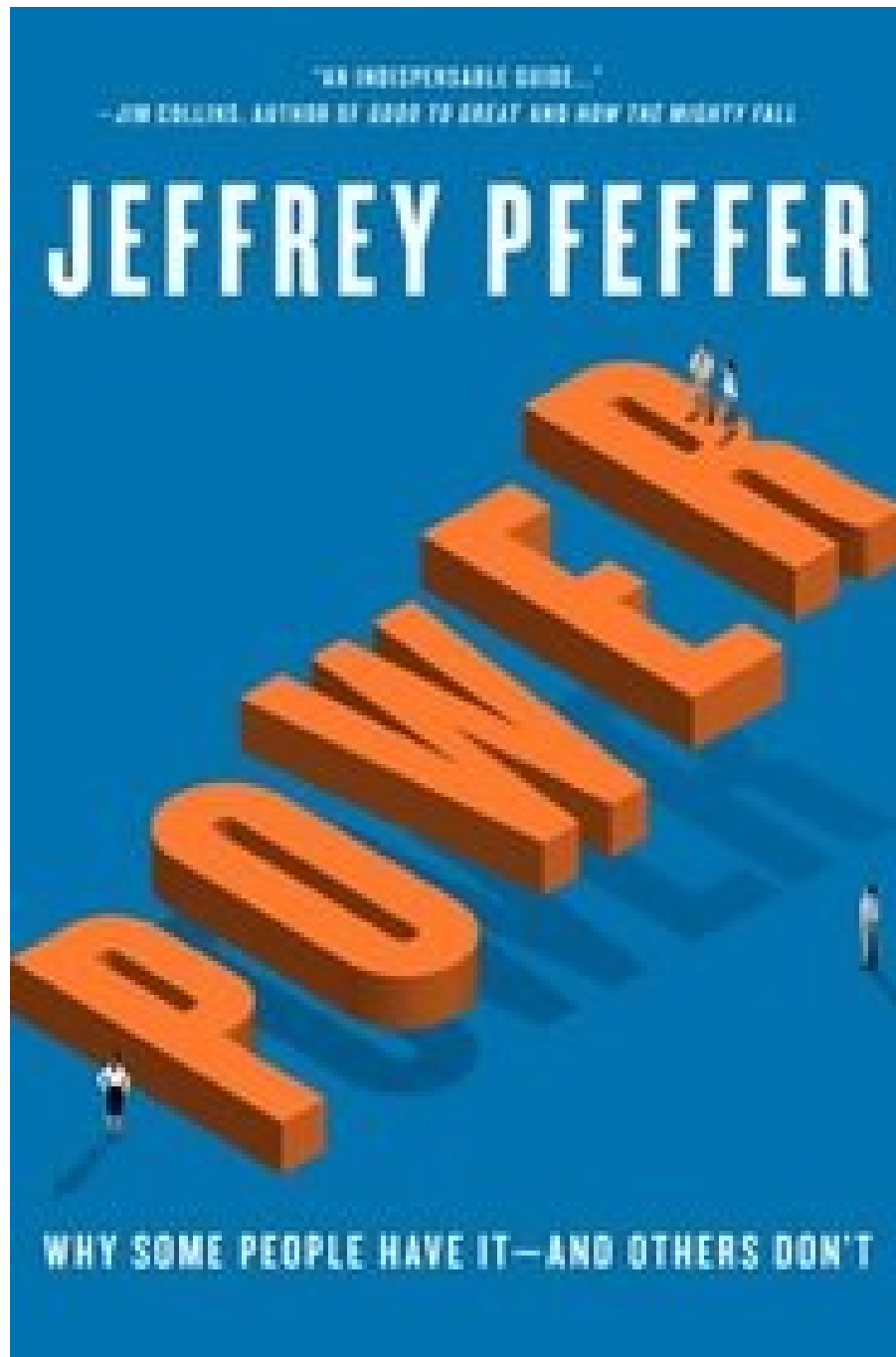


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About the book: power the summa of one of the greatest minds in management theory, this book shows readers how to succeed and wield power in the real world. After decades of consulting with corporations and teaching mba students about organizational power, jeffrey pfeffer has seen the pitfalls to which so many people succumb. The problem: they dont have a realistic understanding of what makes some people more successful than others. They subscribe to the "just world phenomenon," believing that life is fair, rendering them unprepared for the challenges and scrutiny of life in the real world. This book brims with counterintuitive advice and surprising research. What pfeffer emphasizes in this book, and what he teaches those with whom he consults and instructs in the classroom, is that the pursuit of power is not machiavellian or sinister-but noble and good. Powers a force that can be used and harnessed for individual gain, but also for the benefit of individual organizations and society. Extending this counterintuitive approach, pfeffer also explores how you cant learn about power from those in charge. Their advice tends to put a rosy spin on their ascent and focuses on what should have worked, rather than what did. Based on these observations and many others, power is an organizational survival manual, and a book that should set a new standard in the leadership and management category. Last year pfeffer was named as one of the top ten management gurus in the country by the wall street journal. He has consulted for countless multi-national organizations and corporations and is one of the leading business school professors in the country. About the author: jeffrey pfeffer jeffrey pfeffer is the thomas d. Dee ii professor of organizational behavior at the graduate school of business, stanford university, where he has taught since 1979.

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Most helpful customer reviews

10 of 10 people found the following review helpful.

How to Win Friends & Influence People for Business

By E.D.W.

Even if you don't agree with people who are characterized as political or power-hungry by nature, you have to work with them. This book wasn't written to encourage unethical behavior but instead explains why people are programmed to behave as they do and how to work in a world that isn't always fair.

This book is empowering. If you read this and think, "This is depressing. I'll never play these games." you're missing the point. If you don't understand the games, you will always, always, always lose. Understanding the rules helps you stay above the fray rather than being walked over and rudely surprised later. You won't find any other resource that will candidly map out organizational politics and power like this -- especially one this compelling and joyful to read.

I agree with everyone who says this is must-read material and since finishing it two weeks ago, I've already loaned my dogeared copy to two others. Incredible.

4 of 4 people found the following review helpful.

Concise and Direct Analysis of Power and How it is Exercised

By Wayne A. Smith

Jeffrey Pfeffer's "Power: Why Some People Have It and Others Don't" has been called by some a "'Prince' for our times" (referring to Machiavelli's famous tract).

That is a fairly apt description. Pfeffer is interested in power as it is practiced. As such (and to the dismay of some of my students and some reviewers on this site), the author seeks to describe the world as it is and how many successful people in it maneuver. 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." For anyone involved in organizations or other political situations where there is competition for resources and rewards, this book is very useful to understand how those who are competitors are likely to behave and act. And while it is true that many view (at least some of the time) these competitions through the lens of ethics, others do not. Even for the ethically minded, this book is very useful in order to gain an understanding of raw power and how it often is practiced.

Pfeffer is a skilled writer who is direct as well as explanatory. An advantage over Machiavelli's work is that Pfeffer speaks to the reader in today's language. Whereas *The Prince* takes some thought in order to translate the mores and references of the Renaissance for understanding, "Power...." is crystal clear in its precepts.

4 of 4 people found the following review helpful.

No nonsense, well researched book that tells you how the world IS not how we wish it was.

By Altovise

WARNING: this book does not dispense "How to Win Friends and Influence People" type of advice. Don't expect to leave feeling all warm and "inspired". Rather, prepared to be motivated and expected to act. The author, basing his rules on well researched business practices, lays it out on the table for you in a no nonsense way. His anecdotes are from real life examples that he, as a well respected business scholar, has seen firsthand or researched in detail. With that being said, others state that this book is cold and callous. I do not believe that to be the case. While Mr. Pfeffer is straight and to the point, outlining the way the world is instead of the way we wish it was, he does not advocate, carrying on day after day as a ruthless jerk. In fact, he cautions against this. Anyone with any sense and decency would not behave in such a manner.

If you want to read a no nonsense book with advice that you can implement today. This is it.

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