



Organizational Power Politics: Tactics in Organizational Leadership

Gilbert W. Fairholm

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In 1993, when it named the first edition of *Organizational Power Politics: Tactics in Organizational Leadership* an Outstanding Academic Book, *Choice* said, "It contributes to the analysis and discussion of an issue that has, as yet, not received adequate attention." Now this acclaimed book returns in a fully updated new edition that gives readers proven strategies for using power to achieve personal and group objectives in all kinds of contexts—work, social, religious, military, and more.

Based on extensive research, *Organizational Power Politics* looks at important underlying theories about the use of interpersonal power, as well as examples of successful operational approaches in the workplace and elsewhere. At its heart are 22 specific power tactics applicable to a wide range of organizations and situations, complete with activities, self-evaluations, and discussion questions that will help anyone sharpen their power skills. This edition features two new chapters: one that looks at multinational organizations and one focusing on the middle layers of large-scale organizations.



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