



Getting Things Done in Today s Organizations: The Influencing Executive (Hardback)

By Marvin R. Gottlieb

ABC-CLIO, United States, 1999. Hardback. Book Condition: New. 243 x 165 mm. Language: English . Brand New Book ***** Print on Demand ******. Against a backdrop of downsizing, restructuring and other devastating changes within today s organizations, how does the executive actually go about getting things done? Not simply through the exercise of raw power, argues Gottlieb. Indeed, power and influence are not the same. Most articles in academic and professional business periodicals concentrate on power and provide scant insight into influencing-its techniques and various behaviors. In this work, Gottlieb, a specialist in management development and training, takes a big step toward correcting this imbalance and the confusion it creates. He explores a variety of approaches to getting work done that are both non-traditional and non-hierarchical in structure. Matrix or systems approaches have become commonplace, staff levels have thinned, and today s managers are increasingly dependent upon the cooperation of others in the organization, people over whom the manager has no direct authority. Managerial success depends, therefore, on an ability to influence others to comply and prioritize productively and efficiently. The book identifies the strategies available to those who want to develop or hone their influencing skills. It helps executives adapt...



Reviews

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-- Dr. Easton Collier DVM

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