

# Get Them On Your Side - Samuel B. Bacharach

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Politics is an inevitable, legitimate, and even beneficial aspect of corporate and organizational life. Hard work and good ideas are not enough to ensure success--your ability to win allies and head off resistance is what really matters in today's corporate environment. If you don't garner support for your ideas, you could become an organizational casualty. Get Them on Your Side outlines how to: Assess allies and resisters; Build coalitions; Negotiate support; and Understand the agendas of other. Get Them on Your Side, written by Samuel B. Bacharach--the McKelvey-Grant chair in the Department of Organizational Behavior at Cornell University's School of Industrial and Labor Relations--builds your political competence with fascinating illustrations from the worlds of business, government, academia, and nonprofit organizations. With Get Them on Your Side, you'll develop the specific leadership skills you need to get results--now. Author: Bacharach, Samuel B. Publisher: Platinum Press Illustration: N Language: ENG Title: Get Them On Your Side Pages: 00272 (Encrypted PDF) On Sale: 2010-10-30 SKU-13/ISBN: 9781593377366 Category: Business & Economics : Management - General

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