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And Others Dont  
Jeffrey Pfeffer

# **Power Why Some People Have It And Others Dont Jeffrey Pfeffer**

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## **Power Why Some People Have**

Some people have it, and others don't. Jeffrey Pfeffer explores why, in *Power*. One of the greatest minds in

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management theory and author or co-author of thirteen books, including the seminal business-school text *Managing With Power*, Jeffrey Pfeffer shows readers how to succeed and wield power in the real world.

## **Power: Why Some People Have It and Others Don't: Pfeffer**

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**Power: Why Some**  
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**People Have It - and  
Others Don't by...**

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.

**Amazon.com: Power:  
Why Some People  
Have It—and Others**

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Power is necessary because is a part of leadership and because is needed to get the things done in each field is applied. Although the concept of power is not inborn but learned some people have it and others don't. This book explains how power is achieved , maintained or even lost in some circumstances.



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And Others Don't  
by Jeffrey Pfeffer

**Power: Why Some  
People Have it and  
Others Don't by  
Jeffrey ...**

Power is important for career success—maybe more important than job performance. And power is related, albeit not perfectly, to wealth, the ability to get things done, and even to longevity. Therefore, people need to acquire power and learn how to do so.

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**Power - Jeffrey Pfeffer**

Organizational Behavior Professor  
Jeffrey Pfeffer spoke about the role power plays and how sometimes hard work doesn't necessarily equal success

**Power: Why Some People Have It and Others Don't - YouTube**

Power Why Some People Have It—and

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Jeffrey Pfeffer. To the Amazing  
Kathleen. Contents  
Author's Note

Introduction: Be  
Prepared for Power 1 It  
Takes More Than  
Performance 2 The  
Personal Qualities That  
Bring Influence 3  
Choosing Where to  
Start 4 Getting In:  
Standing Out and  
Breaking Some Rules

**Power: Why Some  
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He states that to acquire power you must have a combination of Will (ambition, energy, and focus) and Skill (self-knowledge, confidence, empathy with others, and a capacity to tolerate conflict). The more objective and honest you are in assessing your strength in these qualities, the more likely you will improve

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in each area.

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...

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books, including the  
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With Power, Jeffrey Pfeffer shows readers how to succeed and wield power in the real world.

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Having power means getting what you want. Having power means being in control of your career and your life. Far too many high performers have lost

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**Power Why Some  
People Have It—And  
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Book**

Power: Why Some  
People Have It — and  
Others Don't. By Jeffrey  
Pfeffer. Harper  
Business, New York,  
2010. Organizational  
Behavior, Career &  
Success, Management.  
In this crowning

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achievement, one of the greatest minds in management theory reveals how to succeed and wield power in the real world. Over decades of consulting with corporations and teaching MBA students the nuances of organizational power, Jeffrey Pfeffer has watched numerous people suffer career reversals even as others prevail ...



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Jeffrey Pfeffer

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.

**Power: Why Some  
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**Others Don't: Pfeffer**  
...And Others Dont

Dr. Pfeffer's latest book entitled "Power: Why some people have it and others don't" is the focus of our dialogue today, and is a fascinating read as to the central message that intelligence, performance, and likeability alone are not the keys to career success.

**Power: Why Some**  
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Power Why Some  
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**People Have It And  
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Power – used wisely –  
can keep you healthy,  
make you rich and let  
you achieve great  
things for humanity.

Jeffrey Pfeffer, a  
professor of  
organizational  
behavior, explains why  
seeking power is in...

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Some people want power because they desire control of the events and desires of aspects of their lives. These people think that greater power would allow them to execute such things with greater...

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Power, he argues, is a force that can be used and harnessed not only for individual gain but also for the benefit of organizations and society. Power, however, is not something that can be learned from those in charge their advice often puts a rosy spin on their ascent and

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focuses on what should have worked, rather than what actually did.

**Power : Why Some People Have It--And Others Don't by ...**

In the Introduction, for example, he suggests that having power is related to living a longer and healthier life, that power and the visibility and stature that accompany can produce wealth, and that power is part of



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leadership and necessary to get things done, whatever the nature and extent of the given objectives may be.

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