Record Nr. UNINA9910969414303321 Autore Bacon Terry R Titolo The elements of power: lessons on leadership and influence / / Terry R. Bacon Pubbl/distr/stampa New York, : AMACOM American Management Association, c2010 **ISBN** 9786613023346 9781283023344 1283023342 9780814415122 0814415121 Edizione [1st edition] Descrizione fisica 1 online resource (321 p.) Disciplina 658.4/092 Soggetti Leadership Control (Psychology) Interpersonal communication Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographic references and index. Nota di contenuto Sources of personal power -- Shakespeare ate bacon: the power of knowledge -- Mr. Obama goes to Washington: the power of eloquence -- People are strange when you're a stranger: the power of relationships -- You like me! you really like me! : the power of attraction -- A diamond scratching every other stone : the power of character -- Sources of organizational power -- Hail to the chief : the power of role and resources -- Information wants to be free: the power of information -- It's who you know: the power of networking -- The tree and its shadow: the power of reputation -- Organized rivalry in the monster's den : power in organizations -- The will to power -- First steps down new roads: the power of will -- Increasing your voltage: how to become more powerful.

Power comes from within and from without. How to tap its many

Sommario/riassunto

sources.