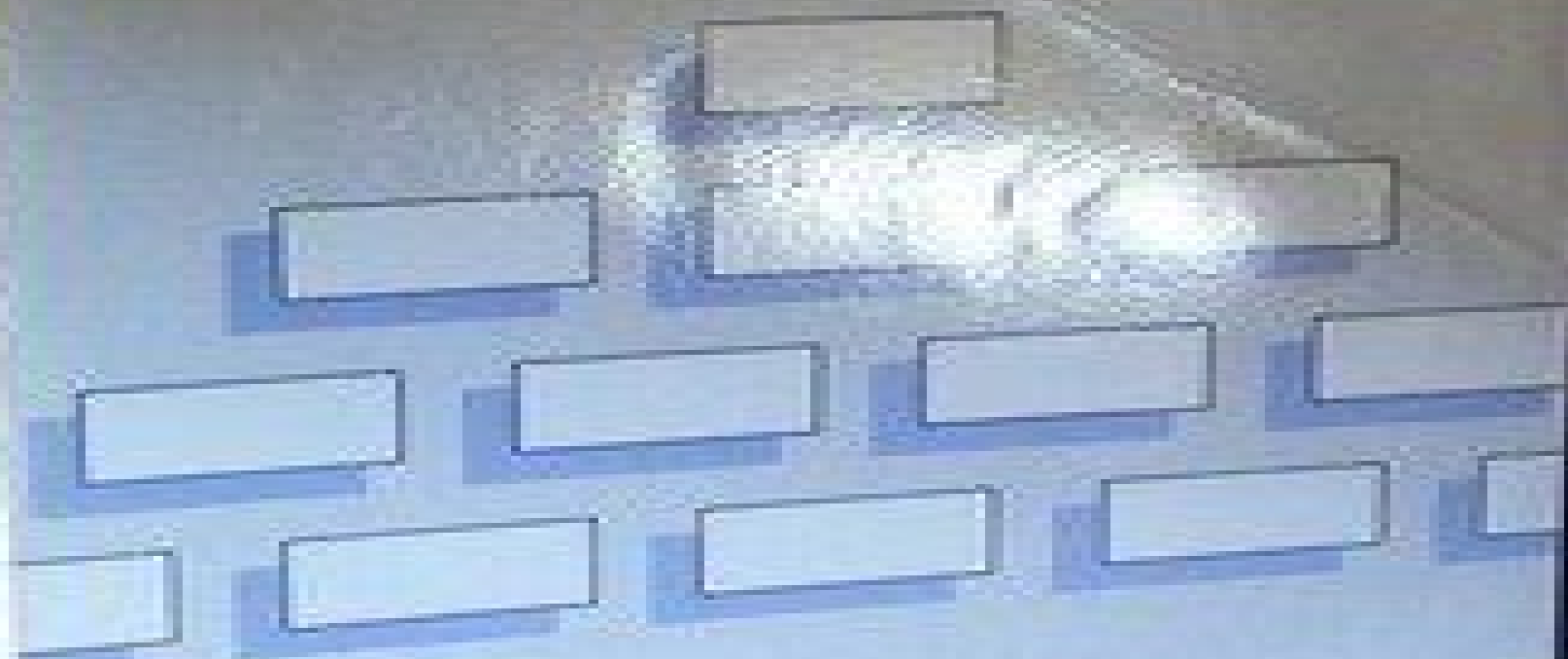


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Organizational Influence Processes Robert W. Allen, Lyman W. Porter, H.L. Angle, 2016-09-16 With more than two thirds fresh material this new updated edition of *Organizational Influence Processes* provides an overview of the most important scholarly work on topics related to the exercise of influence by individuals and groups within organizations In selecting articles for inclusion the editors were guided by the conviction that the most useful and interesting way to view organizational influence is to take a directional approach that is to consider the process from the perspective of downward lateral and upward influence They have organized the readings around this framework preceded by an introductory group of articles dealing more generally with the nature of influence processes and power The book includes both classic readings and the latest cutting edge research from some of the most respected experts writing in the field It will be equally useful for any upper level undergraduate or graduate course concerned with organizational behavior group behavior leadership or power and politics

Theories of Organizational Structure and Process John B. Miner, 1982

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 Arnold,Daniel C. Feldman,1986 *Foundations of Effective Influence Operations* Eric Victor Larson,2009 The authors aim to
 assist the U S Army in understanding influence operations capabilities that may allow the United States to effectively
 influence the attitudes and behavior of particular foreign audiences while minimizing or avoiding combat The book identifies
 approaches methodologies and tools that may be useful in planning executing and assessing influence operations
Informal Influence Processes in Teams and Organizations Sebastian Hohmann,2019 *Do as the Romans ?* Donald Lee
 Ferrin,2000

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