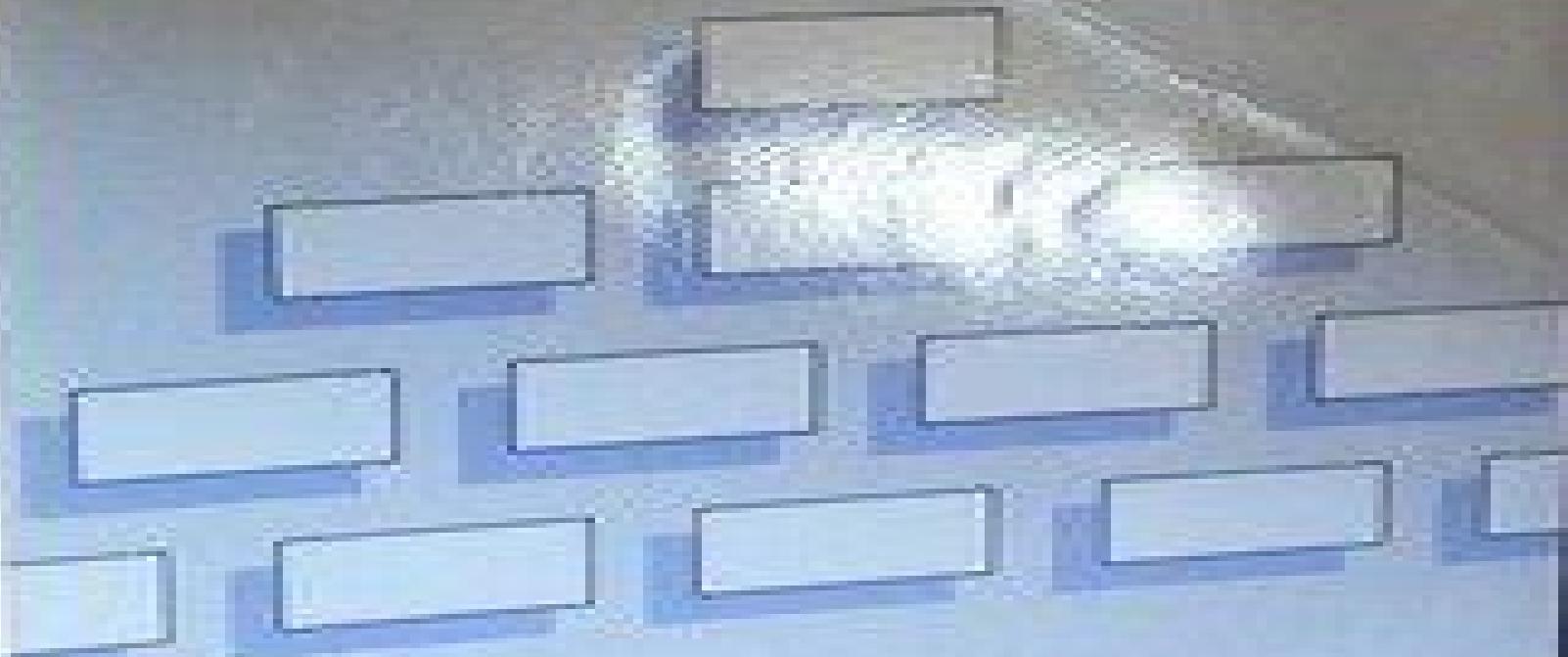# Organizational Influence Processes

Robert W. Allen   Lyman W. Porter

Organizational Influence Processes Organizational Influence Processes

Marshall W. Meyer

Organizational Influence Processes Organizational Influence Processes:

Organizational Influence Processes ,2003 *Organizational Influence Processes* Robert W. Allen,2003-02-07 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 **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

Power and Influence in Organizations Chester Schriesheim,2006 Power and influence are key processes in organizations and anyone wanting to learn how to lead or manage organizations effectively must first understand the dynamics associated with such processes One interesting but not surprising fact about knowledge in this area is that scientific theory and empirical research are not new having first appeared about 50 years ago However the rate of knowledge advancement in this domain has not been rapid and there is still much to learn about organizational power and influence processes Thus this fifth volume in Research in Management is devoted to highlighting new theoretical and empirical perspectives that advance the frontiers of knowledge about power and influence in organizations The chapters of this volume are all related to power and influence albeit conceptualized somewhat differently and dealing with different substantive domains However that these chapters represent interesting and important contributions to knowledge concerning power and influence in organizations and that each should spark future research that will further enhance the field *Management*

Arthur G. Bedeian,1993   <u>Some Theories of Organization</u> Albert Harold Rubenstein,Chadwick John Haberstroh,1960   <u>Case Study of the Organizational History of Loma Linda University</u> Duane Melvin Covrig,1999   <u>Journal of Marketing</u> ,1985   **Correctional Management** David Duffee,1980   *The Management of Issues During Organizational Change* Amy Beth Hietapelto,1997   <u>Environments and Organizations</u> Marshall W. Meyer,1978   **Journal of Police Science and Administration** ,1975   **Propositions on Information Management of Innovation Processes in Organizations** Max H. Reindl,1970   **A VES Production Function and Urban Land Use** James R. Millar,Cheng F. Lee,1976   **New Directions in Organizational Behavior** Barry M. Staw,Gerald R. Salancik,1977   *Organizational Behavior* Hugh J. 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   <u>Informal Influence Processes in Teams and Organizations</u> Sebastian Hohmann,2019   *Do as the Romans ?* Donald Lee Ferrin,2000

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