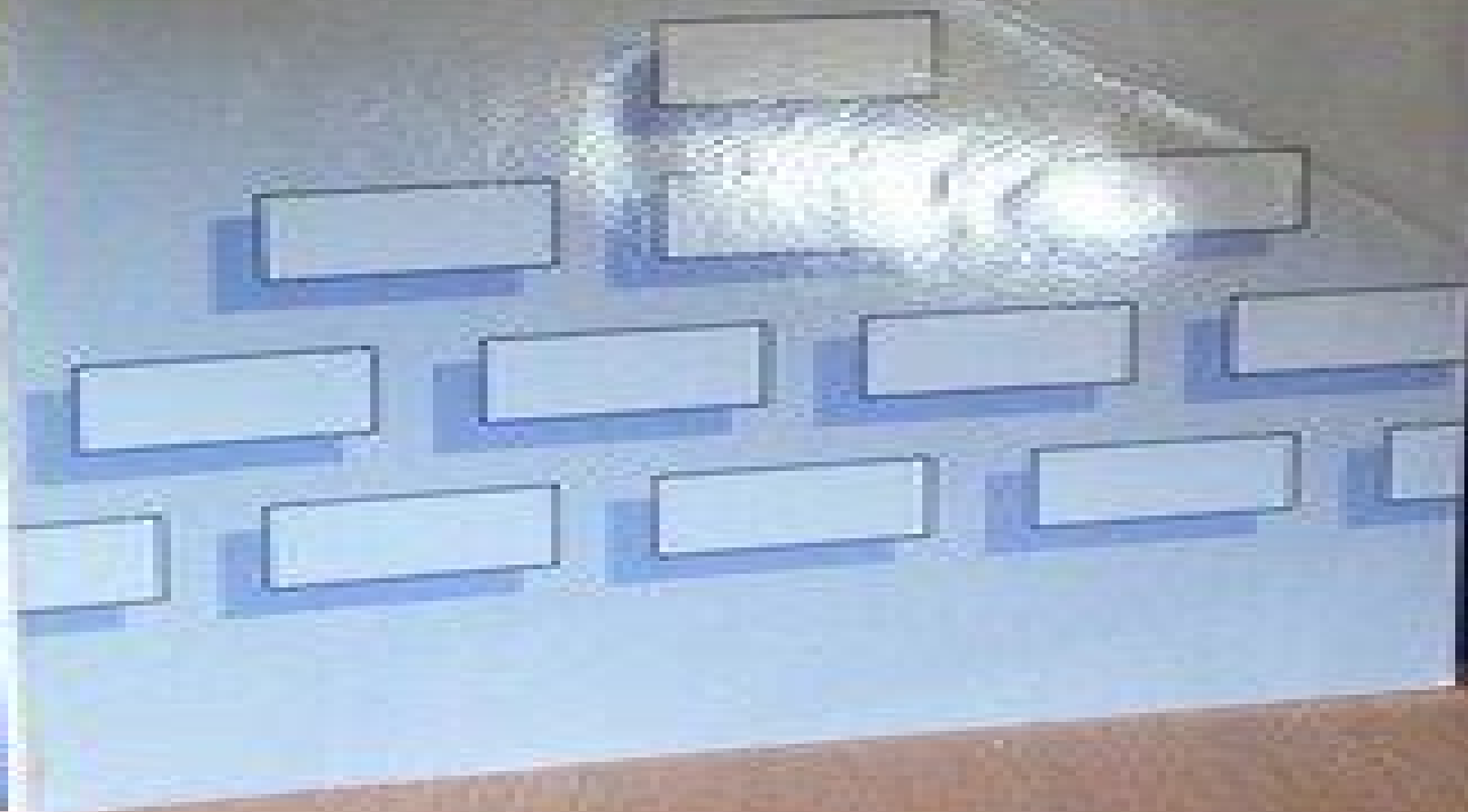


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# Organizational Influence Processes

Robert H. Allen

Lynette W. Porter



Organizational  
Influence  
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# Organizational Influence Processes Organizational Influence Processes

**Ensheng Dong**



## **Organizational Influence Processes Organizational Influence Processes:**

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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

**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     Some Theories of Organization Albert Harold Rubenstein,Chadwick John Haberstroh,1960  
Case Study of the Organizational History of Loma Linda University Duane Melvin Covrig,1999     Journal of Marketing  
 ,1985     **Correctional Management** David Duffee,1980     *The Management of Issues During Organizational Change* Amy  
 Beth Hietapelto,1997     Environments and Organizations 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  
Informal Influence Processes in Teams and Organizations Sebastian Hohmann,2019     *Do as the Romans ?* Donald Lee  
 Ferrin,2000

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