



# Political Behavior in Organizations

*Andrew J. DuBrin*

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**Political Behavior in Organizations**, the first true textbook on organizational politics, blends research, theory, experience, and skill-building into a comprehensive yet concise guide to the effective use of organizational politics. Summarizing power and influence in organizations, author Andrew J. DuBrin covers the nature and context of political behavior in organizations; the strategies and tactics of positive organizational politics, including developing interpersonal relationships; and the vital topics of negative tactics, blunders, and overcoming dysfunctional politics.

## Key Features

- Features a combination of relevant information and helpful suggestions in every chapter, based on journal articles, the business press, trade books, and the author's experience
- Boasts examples and cases primarily culled from information in the business press, with an emphasis on material derived from sources such as *The Wall Street Journal* and *BusinessWeek*
- Provides learning objectives, an introductory case story, bolded key terms, a summary, questions and activities, and a self-assessment quiz for every chapter
- Presents captivating case histories for analysis, including original stories and narratives drawn from the media
- Engages students with a political skill-building exercise at the end of each chapter that can be completed in approximately 10 minutes of class time

## Ancillaries

This text is supported by **Instructor Resources on CD**, available to qualified instructors by contacting Customer Care at 1-800-818-SAGE (7243), 6 am - 5 pm PST. The IRCD contains PowerPoint slides, chapter outline and lecture notes, answers to case questions, and examination questions.

**Political Behaviors in Organizations** is ideal for upper-level undergraduate, graduate, MBA, and other master's degree programs in organizational behavior, leadership, management, industrial/organizational psychology, public administration, and sociology.

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