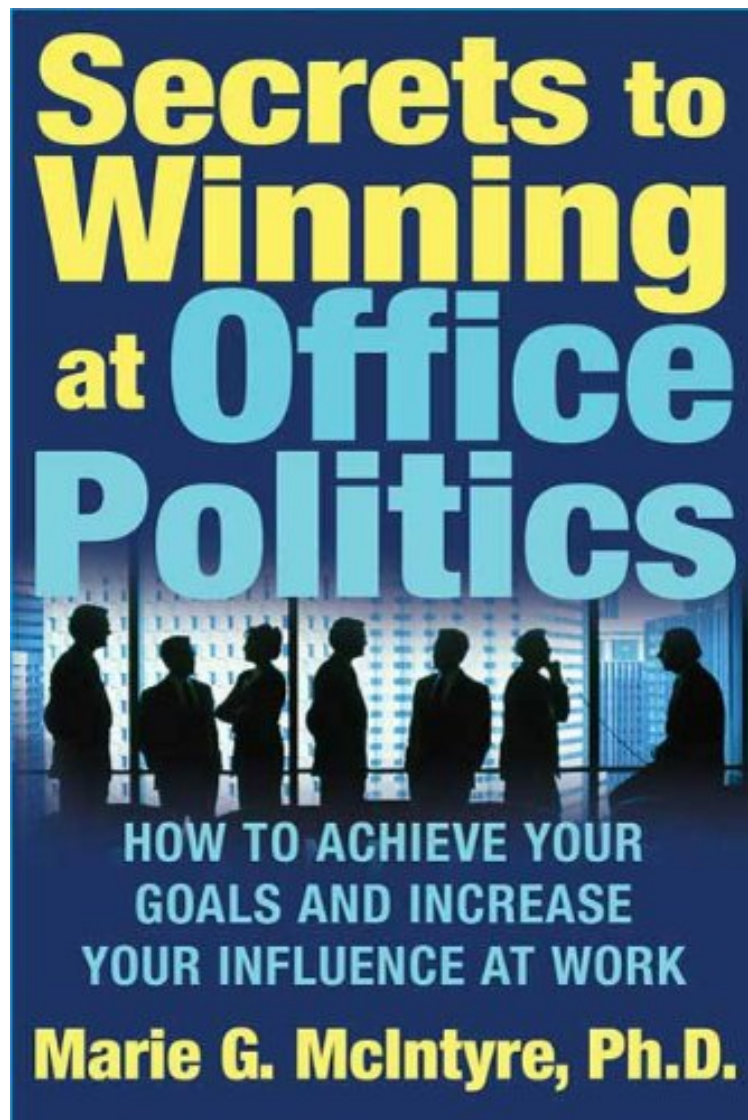


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## Secrets to Winning at Office Politics: How to Achieve Your Goals and Increase Your Influence at Work

*Marie G. McIntyre Ph.D.*

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**Marie G. McIntyre Ph.D. : Secrets to Winning at Office Politics: How to Achieve Your Goals and Increase Your Influence at Work** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Secrets to Winning at Office Politics: How to Achieve Your Goals and Increase Your Influence at Work:

11 of 11 people found the following review helpful. Finally, a peek into the black box of office politics By David R. Tisdale, III I'm a programmer, so it may not come as a surprise that I needed this book. However, I'm actually quite

personable and social. I'm on friendly terms with my coworkers, close friends with a few, get invited to hang out outside of work, etc. Even with all that, however, I have never understood office politics. In spite of my technical competence I've always felt like I had very little standing, influence, or ability to effect change around me. I've read several books on this sort of thing, but "Secrets to Winning at Office Politics" was the first one that felt like someone explaining to me the boneheaded mistakes I've been making in my decade-plus career. Every chapter had me face-palming multiple times. Here are my primary takeaways from the book:- Nothing in corporate life is fair. I understood this in the academic sense but had never truly accepted it. Complaining about an incompetent manager, a dumb work policy, or a coworker getting an undeserved promotion are essentially complaints about something being unfair.- Judging things like promotions, who gets the good projects, corporate policies, etc, from my frame of reference is a mistake. Instead, I have to judge those things from the organization's or manager's frame of reference. I may think a manager or coworker is incompetent, but if that person excels within the company, I have to determine \*why\*. What does that say about the company and its principles and goals?- Recognizing the company's goals, principles, and frame of reference is important because I cannot change those things. Those things are reflections of senior leadership. I can either accept them and try to make small changes or find another organization.- To be successful in corporate politics, I must learn to act within the framework of that culture, those goals, and all those "unfair" circumstances. The book has its flaws. I appreciate all of the stories that the author includes to illustrate her points, but after so many I honestly began to feel like she was making them up. I also felt like at times she glosses over corporate dysfunction with the assumption that organizations are more self-correcting than they really are. Her thoughts on nepotism are good examples. She contends that an ineffective family hire will eventually be sniffed out and put into a relatively harmless position. Anyone that's ever worked for a large private organization knows that often family members end up with lofty job titles and the job responsibilities and power and influence that go with them. That's just one example. As such, I think some of her prescribed courses of action might be too idealistic. I also think that some of her advice boils down to "just be a good little employee". Figure out how to please your boss, make your boss/dept/organization look good, things like that. I'm not saying the advice is wrong, I was just hoping for something more nuanced and varied at times. Be advised this isn't a book on Machiavellian scheming. Her advice is all above the table, straightforward, and often more about mutual respect and controlling one's emotions than constructing intricate plots to topple your corporate nemesis. If that's what you're looking for, Greene's "48 Laws of Power" might be a better if more esoteric read. Given its flaws, I would still recommend this book to anyone who feels like they struggle with corporate politics. I wish I'd read it ten years ago. Reading it today has given me a totally new outlook on my job and organization, and honestly I feel 100x better after reading it. 4 of 6 people found the following review helpful. Every office By Andrew Johnson Overall, the book was okay. Very basic and simple things to do in an office environment that has politics, which is every office. 2 of 4 people found the following review helpful. Secrets to Winning at Office Politics: How to Achieve Your Goals... - Important By db Delivery ndash; great A very important book!!! I got what I wanted, and I got everything I needed. What more do you need? I recommended it to my friends

Get Ahead, Gain Influence, Get What You Want Office politics are an unavoidable fact of life in every workplace. To accomplish your personal and business goals, you must learn to successfully play the political game in your organization. Whether you are a new player or a seasoned veteran, Secrets to Winning at Office Politics can help you increase your personal power without compromising your integrity or taking advantage of others. This smart, practical guide shows you how to stop wasting energy on things you can't change and start taking steps to get what you want. Written by an organizational psychologist and corporate consultant, Marie G. McIntyre's Secrets to Winning at Office Politics uses real-life examples of political winners and losers to illustrate the behaviors that contribute to success or failure at work. You will be shown techniques for managing your boss more effectively, improving your influence skills, changing the way you are perceived, and dealing with difficult people. Using these proven strategies for political success, you will then be able to create a Political Game Plan that outlines the steps necessary to accomplish your own individual goals.

"A terrific new book about office politics . . . it's a must-read!" -- Fortune Magazine, online careers column, August 2005 "Fresh, thoughtful, and provocative . . . McIntyre has written one of the best guidebooks to date on this subject for career-oriented professionals." -- The Albuquerque Tribune, October 2005 "Practical advice and self-assessment questions and surveys make the book a gem. . . . It's a keeper!" -- Gwinnett Business Journal (Atlanta, GA), September, 2005 "Thorough and thoughtful, [the author] is no Pollyanna and has a realistic understanding of how things really work and why." -- The Miami Herald, August 6, 2005 "[Helps people] focus on actions that will move them towards their goals and gain leverage within the organization." -- Atlanta Business Chronicle, January, 2006 Teaches readers how to size up the political climate . . . and deal with quirky bosses and co-workers who are downright difficult. -- New York Post (online), November 2005 About the Author Marie G. McIntyre, Ph.D. operates a career coaching business in Atlanta, GA, and the website YourOfficeCoach.com .nbsp; She is the author of two books - Secrets to Winning at Office Politics and The Management Team Handbook - and writes a newspaper column,

Your Office Coach, for the McClatchy-Tribune News Service. Her column appears in papers throughout the United States and Canada. Marie's advice is frequently quoted in print and online publications, including Fortune, the New York Times, the Wall Street Journal, CNBC, CNN International, Money, Canadian Business, The Street, Men's Health, LifetimeTV.com, and many others. She conducts national webinars for Business Management Daily, Business 21, and other business resource companies. In her business, Marie focuses on career coaching, leadership development, conflict resolution, and teambuilding. Through phone coaching sessions and email, she works with clients from throughout the United States and many parts of the world. She has taught classes and leadership workshops at Georgia State University, Emory University, and the University of Georgia.