

# MACHIAVELLI, MARKETING AND MANAGEMENT

*Revisited*



PHIL HARRIS, ANDREW LOCK  
AND PATRICIA REES

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# Machiavelli Marketing And Management

**Phil Harris, Craig S Fleisher**



## **Machiavelli Marketing And Management:**

*Machiavelli, Marketing and Management* Phil Harris, Andrew Lock, Patricia Rees, 2000-04-20 This cutting edge text provides insight into the meaning and interpretation of Machiavelli and highlights the particular relevance to today's manager of his works for management marketing and political thought It addresses a number of common themes relating to his influences and arguments and includes topics such as modern management governance

**Machiavelli, Marketing & Management**, 19?? Printbegrnsninger Der kan printes kapitelvis

*Machiavelli, Marketing and Management* Phil Harris, Andrew Lock, Patricia Rees, 2025-06-30 This second fascinating and cutting edge text provides insight into the meaning and interpretation of Machiavelli and his works for management marketing and political thought and highlights their particular relevance to the manager and policymaker today By bringing together contributions from authors both academic and practitioner this book addresses a number of common themes relating to the influences and arguments of perhaps the first political scientist and advocate of sound management and marketing principles The volume covers a wide range of topics including modern management and leadership public affairs technology marketing populist and fascist governments and strategic corporate philanthropy Machiavelli Marketing and Management Revisited will be of great interest to all practitioners students and scholars of management marketing political science and public affairs

*Machiavelli, Marketing and Management* Phil Harris, 2006

*Machiavelliana* Michael Jackson, Damian Grace, 2018-06-05 In Machiavelliana Michael Jackson and Damian Grace offer a comprehensive study of the uses and abuses of Niccol Machiavelli's name in society generally and in academic fields distant from his intellectual origins It assesses the appropriation of Machiavelli in didactic works in management social psychology and primatology scholarly texts in leaderships studies as well as novels plays commercial enterprises television dramas operas rap music Mach IV scales children's books and more The book audits surveys examines and evaluates this Machiavelliana against wider claims about Machiavelli It explains the origins of Machiavelli's reputation and the spread of his fame as the foundation for the many uses and misuses of his name They conclude by redressing the most persistent distortions of Machiavelli

**The Cambridge Companion to Machiavelli** John M. Najemy, 2010-06-24 A vivid portrait of this extraordinary thinker assessing his place in Western thought since the Renaissance

*The Palgrave Encyclopedia of Interest Groups, Lobbying and Public Affairs* Phil Harris, Alberto Bitonti, Craig S. Fleisher, Anne Skorkjær Binderkrantz, 2022-06-20 The growing need for a concise and comprehensive overview of the world of interest groups lobbying and public affairs called for a compendium of existing research key theories concepts and case studies This project is the first transnational encyclopedia to offer such an interdisciplinary and wide overview of these topics including perspectives on public relations crisis management communication studies as well as political science political marketing and policy studies It is an interdisciplinary work which involved an extraordinary pool of contributors made up of leading scholars and practitioners from all around the globe it is a live and evolving project focused on drawing

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*Marketing Communications* Micael Dahlen, Fredrik Lange, Terry Smith, 2009-12-21 Marketing Communications A Brand Narrative Approach is a mainstream student driven text which gives prominence to the driving force of all Marketing Communications the imperative of Branding The book aims to engage students in an entertaining informative way setting the conceptual mechanics of Marketing Communications in a contemporary dynamic context It includes key current trends such as Brand narrative approach Cases such as Dove Harley Davidson Nike and World of War Craft feature real life salient examples which are engaging for students and reflect the growth of co authored brand stories to help build and maintain brands by customer engagement through meaningful dialogues Media neutral multi media approach This text has a sound exploration of online and offline synergy combining one message delivery and multi media exposures through examples of companies and political campaigns using non traditional media to reach groups not locking into normal channels This brand new text features an impressive mixture of real life brand case studies underpinned with recent academic research and market place dynamics The format is structured into three sections covering analysis planning and implementation and control of Marketing Communications Using full colour examples of brands and student friendly diagrams the book acknowledges that the modern student learns visually as well as through text COMPANION WEBSITE [www.marketingcomms.com](http://www.marketingcomms.com)

**Handbook of Public Affairs** Phil Harris, Craig S Fleisher, 2005-07-15 Drawing on the expertise of leading figures in the field this handbook provides an overview of public affairs and government relations for students CEOs association executives politicians lobbyists and business managers

Political Marketing: Wojciech Cwalina, Andrzej Falkowski, Bruce I. Newman, 2015-01-28 Comprehensive and clearly organized this is the first integrated theory to practice text on marketing s role in the political process It incorporates insights and concepts drawn from the disciplines of Marketing Psychology and Political Science and covers every aspect of marketing s infiltration into politics including campaign strategy market segmentation and media strategy Using examples and models drawn from countries around the globe the authors elucidate the importance of political marketing techniques for the stability of democratic institutions They also note the potential threats to democracy especially the use of marketing techniques to manipulate voters at the subconscious level They conclude with a set of normative do s and dont s for political marketing practice that strengthens civic education and democratic governance

The SAGE Handbook of International Corporate and Public Affairs Phil Harris, Craig S

Fleisher,2016-12-06 This new edition of The SAGE Handbook of International Corporate and Public Affairs builds on the success of the first edition 2005 by comprehensively updating and enhancing the material and structure setting a new standard for the practitioner and student of the global public affairs discipline The new edition includes increased international coverage of the field and a strong focus on emerging trends as well as providing a comprehensive overview of the foundations and key aspects of the discipline The Handbook is organised into six thematic sections including a generously sized section devoted to case studies of public affairs in action Foundations of PA PA and its relationship to other Key Disciplines Emerging Trends in PA The Regional Development and Application of PA Case Studies of PA in Action Tactical Approaches to Executing PA Containing contributions from leading experts in the field today this Handbook is designed to serve the needs of scholars researchers students and professionals alike Persuasion Stephen Dunne,2025-08-04 Persuasion Philosophers have worried about it Political and economic actors have weaponised it Psychologists have measured it Prose writers have required it We re all subjected to it And some have even mastered it Of them we are often very suspicious Why is that Persuasion A Key Idea for Business and Society asks the disciplines of philosophy politics psychology and prose analysis the 4 Ps of persuasion to answer this important question The book is written for students and teachers of business and marketing but will also guide researchers across the social sciences and humanities

*International Bibliography of Economics* Compiled by the British Library of Political and Economic Science,2001-11-22 IBSS is the essential tool for librarians university departments research institutions and any public or private institution whose work requires access to up to date and comprehensive knowledge of the social sciences *Public Relations Cases and Readings* Daniel Moss,Barbara DeSanto,2005-08-19 This unique collection of contemporary international public relations case studies gives readers in depth insights into the effective use of public relations in a range of organizational contexts The cases examined demonstrate the breadth of contemporary public relations practice and the increasing importance and sophistication of the public relations function in both public and private sector organizations Casas from the UK Norway Spain Sweden South Africa Canada and the USA are featured Offering valuable insights into the development of PR and communication strategies the areas examined include corporate identity change and management global reputation management crisis management in the oil and shipping industries exploiting strategic alliances between voluntary and private sector organizations public relations support for international branding and market entry the importance of internal communications during international mergers the integration of public relations and marketing communications business to business communications Also including analysis and discussion questions to support the case studies and maintaining a good balance between theory and practice it is an invaluable resource for teachers researchers and students working in public relations corporate communications and public affairs **Power, Politics, and Organizational Change** David Buchanan,Richard Badham,2008-02-19 Many books on management are sanitized cleanly technical accounts of the unreality

of managerial life and work Politics hardly feature This book tells it like it is it dishes the dirt gets low down into the funky and fascinating politics of organizational life Stewart Clegg Aston Business School and University of Technology Sydney Combining a practical and theoretical guide to the politics of organizational change this book provides an exceptional resource to students of change management and organizational behaviour Buchanan and Badham show how the change agent who is not politically skilled will fail and that it is necessary to be able and willing to intervene in the political processes of the organization This revised edition includes a range of excellent new material and features including a new chapter on gender in approaches to organization politics a full range of teaching materials including case studies incident reports self assessments and more Each chapter recommends a feature film or DVD to illustrate aspects of organization politics fresh research evidence recent literature on the nature of entrepreneurial politics a model of political expertise and how that can be developed This lively and engaging book is key to MBA and other Masters degree candidates taking courses in change management and organizational behaviour It will also be valuable for practising managers on tailored executive programmes in organization politics

Rethinking Public Relations Kevin Moloney, 2006-04-18 All PR whether for charities or arms manufacturers is weak propaganda Though it has its undeniable benefits it grabs attention and helps circulate more information it also has costs such as selective messaging This extensively revised edition of a classic text fully investigates PR updating and expanding earlier arguments and building upon the successful first edition with new thoughts data and evidence Thought provoking and stimulating Rethinking Public Relations 2nd Edition challenges conventional PR wisdom It develops the accepted thinking on the most important question facing PR its relationship with democracy and finds a balance of advantages and disadvantages which leave a residue of concern It tackles topical issues such as PR as a form of propaganda which flourishes in a democracy the connections between PR and journalism the media promotions culture and persuasion Designed to appeal to final year undergraduates postgraduates and researchers studying public relations media and communications studies this book explores the most important relationship PR has the connection with democracy and asks what benefits or costs it brings to politics markets and the media

*The Prince* Niccolò Machiavelli, 2008-04-17 Based upon Machiavelli's first hand experience as an emissary of the Florentine Republic to the courts of Europe The Prince analyses the usually violent means by which men seize retain and lose political power This fluent new translation is accompanied by comprehensive notes and an introduction that dispels some of the myths associated with Machiavelli and considers the true purpose of The Prince

**Routledge Handbook of Political Management** Dennis W. Johnson, 2010-03-17 The Routledge Handbook of Political Management is a comprehensive overview of the field of applied politics encompassing political consulting campaigns and elections lobbying and advocacy grass roots politics fundraising media and political communications the role of the parties political leadership and the ethical dimensions of public life While most chapters focus on American politics and campaigns there are also contributions on election campaigns in Europe the

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*Machiavelli in Brussels* M. P. C. M. van Schendelen, 2002 Countless interest groups representing governments and civil societies try to lobby the European Union effectively in pursuit of the desired legislation subsidies and more This book describes the everyday practice of lobbying in Brussels drawing on extensive research and the author's personal experience The objective of these interest groups is to influence the EU decision making of which they see themselves as a stakeholder To the existing representative bodies such as the Parliament and the Council they add their practice of lobbying for a desired outcome by making their interests present or represented at the EU level In a roundabout way they contribute to the EU integration and also to its democracy so long as the following conditions are fulfilled

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