

MACHIAVELLI or MANAGEMENT

*Playing
and Winning
the Corporate
Power Game*

GERALD R. GRIFFIN

Machiavelli On Management

Thomas D. Lynch, Peter L. Cruise



Machiavelli On 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 on Management* Gerald R. Griffin, 1991-03-06 For centuries Niccolo Machiavelli has been deemed the supreme thinker about survival in the world of politics but a careful analysis of his writings shows that he was also the ultimate organizational person He advised the princes of his day to be goal setters to set reachable objectives and to let nothing stand in their way in achieving those objectives In this work Gerald R Griffin formulates a contemporary business perspective drawn from Machiavelli's true principles of management which are as valid and useful today as they were in Machiavelli's time In so doing he provides a guidebook for managers and aspiring managers that teaches them about the nature of power and how to use it effectively Working from the premise that power itself is neutral and is only made good or bad by the way it is used Griffin challenges the modern view of participative management as an end in itself In 26 chapters he examines a wide variety of management topics and draws upon the wisdom of Machiavelli to provide guidance in using power to deal with these situations Using pertinent quotations from the philosopher's works and setting them into a contemporary business context Griffin directs the reader toward management techniques as recommended by Machiavelli and proved successful over hundreds of years Among the topics covered are types of organizations building maintaining and losing empires motivating subordinates being loved or feared as a manager and gaining and using a reputation For each management problem or situation he thoroughly discusses and focuses on the practical techniques for advancing in any organization The work also includes a quick reference guide to key Machiavellian ideas as they apply to business and management as well as a Machiavellian IQ test to measure the reader's Machiavellian tendencies This book will be an indispensable guide for anyone currently involved or planning to be involved in management and a useful resource for college courses in business and management Public and academic libraries will also find it to be a valuable addition to their collections *Management and Machiavelli* Antony Jay, 1994 In this revised edition of his 1967 bestseller Jay revisits the corporate universe and once again tries to make sense of it all With the clear vision of a historian and political scientist he assesses the nature and behavior of corporate princes and commoners based on principles of ancient government *Management and Machiavelli* Antony Jay, 1987 **Machiavelli on Management** Morton F. Meltzer, 1964 *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 Handbook of Organizational Theory and Management Thomas D. Lynch,1997-11-20 Chronologically arranged to demonstrate the evolution of ideas this book explores major issues in public and government organization theory using classical philosophy Containing over 2000 bibliographic citations the book covers the influence Plato's ideas and Jesus teachings on public administration theory presents Machiavelli as the creator of the modern concept of public administration details the effect of mercantilism on political governance examines the ideas of Jeremy Bentham John Locke Adam Smith and David Hume in American government discusses the importance of Woodrow Wilson the Progressive Reform Era and the Bureau Movement on public administration and more Machiavelli's Thoughts on the Management of Men Niccolò Machiavelli,1993-02 Modern Management and Machiavelli Richard Hobart Buskirk,1975 **Management and Machiavelli** Antony Jay,1967 *The Machiavellian Manager's Handbook for Success* Lynn F. Gunlicks,2000 The Machiavellian Manager lives by one Code of Ethics Whatever I can get away with to enhance my career is acceptable Success is defined by the accumulation of power prestige and wealth The Machiavellian Manager's career is very successful and marked by rapid advancement Unfortunately the road to success is paved with the ruined careers of former associates and colleagues The Machiavellian Manager is amoral and you may be the next victim In today's survival of the fittest business climate you need to know how to plan and execute a counterattack on the most destructive force in the office The Machiavellian Manager You can defend yourself against the lethal tactics of the Machiavellian and succeed honorably with the help of The Machiavellian Manager's Handbook for Success *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 Ancient Wisdom for Modern Management Ralf Lisch,2016-04-08 Machiavelli lives 500 years after Niccol Machiavelli has written The Prince this classic of the mechanisms behind success in management has not lost its relevance In an intriguing and inspiring interplay of quotes interpretations and examples Dr Ralf Lisch develops Machiavelli's most famous work into a practical

guide providing Ancient Wisdom for Modern Management Many have heard about Machiavelli but few have really read and understood him Ralf Lisch's analysis of The Prince proves that widespread associations with evil management are a thorough misunderstanding He has done away with historic ballast and abstains from a moralizing approach that does not do justice to Machiavelli's works Instead he lets Machiavelli have his say and provides a positive and pragmatic interpretation of the wisdom of The Prince from a management perspective It is a fresh approach that combines theoretical analysis with a practical focus Dealing with a wide range of essential management topics like careers success intellect decision making trust change management knowledge management mergers and acquisitions networking sustainability business ethics working processes and many others this book proves that the basics of management have hardly changed over half a millennium Ancient Wisdom for Modern Management is an amazing insight into the essentials of management and a workable guidance to success in daily business This open minded and compelling exploration of The Prince combines reading pleasure with a great opportunity to participate in Machiavelli's truly timeless wisdom *Modern Management and Machiavelli* Richard H. Buskirk, 1975-11-01 **Handbook of Organization Theory and Management** Thomas D. Lynch, Peter L. Cruise, 2005-11-01 Few subjects are more influenced by philosophy than the form of governance that guides and administers public affairs yet much of the literature about public administration remains silent about this connection Handbook of Organization Theory and Management The Philosophical Approach Second Edition identifies and discusses many of the most

The Philosophical Concepts of Management Through the Ages Andreas Sofroniou, 2009-12-21 17 The Philosophical Concepts of Management Through The Ages ISBN 0952725363 Year 2005 The process of managing a team involves the interaction of people where individuals contribute to the running or completion of a task As in any State or country under any government people live together under various laws rules regulations and religions The people elect or they follow a leader be it a democratic or tyrannical leadership People under such regimes follow a type of management In a business environment such methods of management prevail A Manager will delegate and lead one or more individuals within the organization by running the business or a system Management styles can therefore be considered as political systems where people participate in the smooth running of a country or a company whether this is a global organization or a fruit stall in the back streets of any city **Proceedings of the 2023 7th International Seminar on Education, Management and Social Sciences (ISEMSS 2023)** Shakila Yacob, Berat Cicek, Joanna Rak, Ghaffar Ali, 2023-10-30 This is an open access book ISEMSS 2023 was held on July 14-16 2023 in Kunming China And provide a platform for scholars in related fields to exchange ideas and Develop and advance social development through the study and application of certain social issues Open up new perspectives and broaden the horizons of looking at issues in the discussions of the participants Create a forum for sharing research and exchange on an international level allowing participants to learn about the latest research directions results and content in different fields thus stimulating them to new research ideas Papers on Education Management and

Social Sciences will be accepted and published in the form of conference proceedings for those who cannot attend the conference

The Philosophical Foundations of Management Thought Jean-Etienne Joullié, Robert

Spillane, 2020-10-06 The book's premise is that the theories taught in management schools are based on unacknowledged philosophical perspectives that are significant not so much for what they explain but for what they assume. Rarely made explicit, these perspectives cannot be reconciled with the result that the study of management has been dominated by contradictions and internecine intellectual warfare. However, the ability critically to analyze these diverse perspectives is essential to practicing and aspiring managers if they are to evaluate expert opinion. Moreover, since management is primarily an exercise in communication, managing is impossible in the darkness of an imprecise language in the absence of moral references or in the senseless outline of a world without intellectual foundations. Managing is a prime example of applied philosophy.

Managing Others: The Organisational Essentials Chartered Management Institute, 2013-07-01 This book contains checklists compiled by the CMI's experts on the aspects that are most crucial to the processes behind how you get the most from those you have to manage and work with and how you deal with them when things go wrong. The checklists include Planning the recruitment process, Managing staff turnover and retention, Managing part-time employees, Performance management, Using 360-degree feedback, Evaluating training and learning, Talent management, Training needs analysis, Succession planning, Devising a coaching programme, Understanding organisational culture, Employee engagement, Managing creativity, Implementing flexible working hours, Implementing a diversity management programme, Redundancy, managing the survivors and Enabling work-life balance. It is all here from the basics to the more nuanced and difficult to get right and included among the essential checklists are profiles of leading management thinkers on key topics.

Kautilya Arthshastra and the Science of Management: Relevance for the Contemporary Society S.D. Chamola, 2007 Kautilya's Arthshastra contains some universal truths which transcend the boundaries of time and space. Arthshastra is also very relevant for solving the problems of the present-day society, especially in the field of management. The main object of the present work is to identify solutions from Kautilya's Arthshastra to the issues being faced by the economies today and to examine the Kautilian Model in the context of contemporary societies in general and India in particular. Prof. S. D. Chamola is an eminent economist. During the course of his long association with the CCS Haryana Agriculture University, Hisar, he worked in various capacities in the fields of teaching and research. He headed the Department of Agricultural Economics there from 1991 to 1994 and the Department of Business Administration from 1996 to 2001. He was Senior Fellow ICSSR from 2003 to 2005.

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