



# POLITICAL BEHAVIOR in ORGANIZATIONS

SECOND EDITION

ANDREW J. DuBRIN

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*Political Behavior in Organizations, Second Edition*, 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.

*Political Behavior in Organizations* is ideal for a course in organizational politics. The book is also geared toward upper-level undergraduate, graduate, MBA, and other master's degree programs in organizational behavior, leadership, management, industrial/organizational psychology, public administration, and sociology.

## Key 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.
- Provides 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 *Harvard Business Review*.
- Provides learning objectives, an introductory case story, bolded key terms, a summary, questions and activities, and a self-assessment quiz in 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 an Instructor's Resource Manual, test questions, and PPT presentation.

# ABOUT THE AUTHOR

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**Andrew J. DuBrin** is a professor of management emeritus in the Saunders College of Business at the Rochester Institute of Technology, where he taught courses and continues to conduct research in leadership, organizational behavior, and career management. He also served as department chairman and team leader in previous years. He received his PhD in industrial psychology from Michigan State University.

DuBrin has business experience in human resource management and in consulting with organizations and individuals. His specialties include leadership, influence tactics, and career development. DuBrin is an established author of both textbooks and trade books and has contributed to professional journals. He has written textbooks on leadership, organizational behavior, management, industrial and organizational psychology, human resource management, human relations, and edited a handbook of crisis leadership. His trade and scholarly books cover many topics, including office politics, leadership humility, impression management, the proactive personality, coaching and mentoring, and self-discipline.

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For instructor access, or to request a free desk copy of *Political Behavior in Organizations (2e)*, go to <https://wessexlearning.com/pages/request-instructor-copy>

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