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John P. Kotter. is Chairman of the Organizational Behavior and Human Resource Management Area at the Harvard Business School.. He has won McKinsey awards for two Harvard Business Review articles, "Managing Your Boss" and "Power, Dependence, and Effective Management," and received the 1977 Exxon Award for innovative curriculum design for developing the Self-Assessment and Career Development ...

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Power and Influence by John P. Kotter

John Kotter has isolated, defined, and articulated one of the most elusive and misunderstood aspects of management. "POWER AND INFLUENCE" is must reading for all staff managers. Allan Cox. President, Allan Cox & Associates, Inc. There is the meaning of authority, which we understand pretty well, and the meaning of influence, which we don't.

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Power and Influence is essential for top managers who need to overcome the infighting, foot-dragging, and politicking that can destroy both morale and profits; for middle managers who don't want their careers sidetracked by unproductive power struggles; for professionals hindered by bureaucratic obstacles and deadline delays; and for staff workers who have to "manage the boss."

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