



Office Politics: How to Thrive in a World of Lying, Backstabbing and Dirty Tricks, Oliver James, Vermilion, 2013, 0091923948, 9780091923945, . A fascinating exposé of office culture, in the style of the bestselling Affluenza, from popular psychologist Oliver James. The modern working world is a dangerous place, where game-playing, duplicity and sheer malevolence are rife. Do talent and hard work count for nothing? Is politics everything? In this fascinating exposé, Oliver James reveals the murky underside of modern office life. With cutting-edge research and eye-opening interviews, he highlights the nasty practices that propel people to the top and shows how industries and cultures are fostering this behaviour. He then divulges strategies and techniques for not only surviving but thriving in these difficult environments. With the right mindset, you can distinguish and deal with toxic and overpromoted colleagues, charm your way through interviews and use office politics to your advantage. Office Politics will overthrow your perceptions of office life and set you on a new path to success..

Most Likely to Succeed at Work How Work Is Just Like High School -- Crib Notes for Getting Along and Getting Ahead Amidst Bullies, Teachers' Pets, Cheerleaders, and Other Members of the "Class", John F. Dougherty, Jun 5, 2003, Business & Economics, 224 pages. Likening the professional workplace to high school, a guide on getting ahead by understanding personality dynamics profiles twenty-four "class" members, while offering

Office Politics , Mary Melfi, 1999, Poetry, 116 pages. This is no sociological treatise set to free verse. Nor is it a light hearted comedy la Dolly Parton and Lilly Tomlin. The poet records with a practised and steady hand..

How To Win Office Politics , Gireesh Sharma, Jan 1, 2007, Office politics, 160 pages. How To Win Office Politics By Gireesh Sharma.

Narcissism Denial of the True Self, Alexander Lowen, Mar 1, 2004, Psychology, 242 pages. NARCISSISM Are you a narcissist? Do you interact with someone who is? Contrary to popular belief, narcissists do not love themselves or anyone else. They cannot accept their

Office Politics How Work Really Works, Guy Browning, 2006, Interpersonal relations, 320 pages. Lets you into the little secrets, tips and rules for surviving the office jungle. This work helps you learn about: bosses from hell, with egos even larger than their company

I Wish I'd Known That Earlier in My Career The Power of Positive Workplace Politics, Jane Horan, Nov 15, 2011, Business & Economics, 171 pages. Companies that embrace rather than deny corporate politics and learn to use it positively can boost talent retention and increase diversity. The book reveals how to navigate a

Winning at office politics , Andrew J. DuBrin, Oct 1, 1980, Business & Economics, 323 pages. .

The Pocket Guru Priceless Nuggets of Business Wisdom, Guy Browning, Janet Brown, 2011, Business & Economics, 176 pages. From the basics to the boardroom; let The Pocket Guru help

you become the best in the business. Containing instant, powerful advice on key business topics, tasks and themes

Office politics for the utterly confused , Rosemary Salmon, William A. Salmon, 1999, Business & Economics, 210 pages. Discusses the positive and negative aspects of office politics and provides practical advice on the techniques necessary to achieve recognition, build visibility, build a power

Survive Office Politics How to Steer a Course Through Minefields at Work, A. and C. Black Publishers Staff, 2006, Conflict management, 90 pages. All workplaces are affected by the intrigues of office politics, and in many businesses whoyou know can be more important than whatyou know. Survive office politicisis full of

Dear Office-Politics The Game Everyone Plays, Franke James, Apr 30, 2009, Business & Economics, 138 pages. The dilemma-based social game that teaches you how to play (and laugh at) office politics..

Political Dilemmas at Work How to Maintain Your Integrity and Further Your Career, Gary Ranker, Colin Gautrey, Mike Phipps, Sep 16, 2008, Business & Economics, 232 pages. Mike Phipps and Colin Gautrey's first book, 21 Dirty Tricks at Work, presented the most common political tactics used by individuals in the workplace. This book helped many

Even if, like me, you have no interest in playing the political game to get ahead this uncovers the methodology of how they do what they do, and how to protect yourself. I am a union rep ('career limiting' in itself) and have to dance around the corporate bod's a un-fair bit, and this book will prove invaluable in understanding the motivations of the endless levels of managers i have to deal with. If i know what makes them tick i can plan accordingly.

We have become a nation of office dwellers, who are led by successive corrupt governments, and this has ingrained a certainmentality into the British people on a massive scale. Whether you want to plaay the 'game' or just be left alone, this book is will give you the knowledge to understand thse around you. How you use it is up to you.

The first part of the book analyses why office politics is hard - objective measures of performance are normally hard to come by, especially when team performance is in question and the issue is how far an individual is valued - there is competition for scarce resources (such as promotion) - and then the people who get on can be psychopaths (think Stalin, says James), machiavels (think Henry Kissinger, says James) or narcissists (think: Madonna or Maradona, says James) - or even all three.

But if I was left feeling less impressed than I'd hoped to be, my feeling was that James had rather over-simpiflied life. This is partly that the theory is not quite as well worked through as I'd have liked. It is impressive to talk about a 'dark triad' of psychopathy, machiavellianism and narcissism, but while no-one would want to be a psychopath (although James does also say at one point: think James Bond), machiavellianism seems more neutral (James says at one point: think Nelson Mandela or Mahatma Gandhi), and narcissism has its pros as well as its cons (there'a an interesting book about narcissistic leaders by Maccoby; and you might think as a more positive example of this, think Steve Jobs). The other reflection I could not help having was that the stars of office politics whose techniques for getting on etc are featured in the second part of the book, probably are pretty much machiavels and narcissists.

His main point is that office work is very stressful because the CEO and other senior personnel are selfish, cold, ruthless and manipulative. He calls them 'Machiavels'. He describes others as being akin to clinical psychopaths. another group he says desire dominance and power over everyone. Lump the groups together and you have what he calls 'Triads'.

The problem I have with this book is that while it is well worth reading it is full of the obvious. It is also overblown. Many offices are not like the ones James describes. One wonders if his stint in

television has warped his views because the office politics in that environment are indeed pure Machiavellian.

For the first part of the book he identifies the three types of particularly nasty individual that you will encounter, the psychopath, the Machiavelli and the narcissists. He details how they will behave, and how to deal with them. The next part of the book looks at case studies of individuals and ties it in with how you can improve the way that you deal with these type of people.

"I can't remember the last time I read such a useful and eye-opening book. But be warned: after reading it, you may never want to go to work again." Mail on Sunday "Backstab your way up" Evening Standard 20130314 "Oliver James is excellent at showing why social scientists think that the surge in material affluence can produce the opposite of happiness." -- Avner Offer, Professor of Economic History, University of Oxford "A revealing look at the behavioural patterns and psychology of ... colleagues who are out to one-up you on a daily basis." The City "the workplace manual that human resources will never give you." The Times

This book says what we all know and see, but which has never really been expressed so candidly before. Of course, we talk about the office politics and we've all been caught up in it, for better or worse, and sadly, some never recover. This book is timely in that it highlights what to look out for and importantly, how to survive in the work place. This is a must read survival manual!

In this fascinating exposé, Oliver James reveals the murky underside of modern office life. With cutting-edge research and eye-opening interviews, he highlights the nasty practices that propel people...more The modern working world is a dangerous place, where game-playing, duplicity and sheer malevolence are rife. Do talent and hard work count for nothing? Is politics everything?

The second half is spent advising the reader how to be just enough of a bad guy to get on without, you know, actually being an Evil Person - so to speak: learn to read the lie of the land; suck up without looking sucky; boast without looking boastful; network and scratch backs; cultivate a persona but don't cause yourself to have a nervous breakdown by cultivating one wildly unlike your own, and so on.

With only 11 per cent of people now employed in making things, such as the manufacturing industry, the great majority of us work in jobs where relationships are crucial. Intelligence tests account for about one quarter of how well peo...more "Success at work now depends less and less on how good you are at specific skills and more and more on office politics. Often thought of as a dirty word, office politics is in fact an inevitable part of working life and is a major contributor to a successful career.

This book was fascinating and refreshingly honest. Instead of giving the view point: "Aren't people who play office politics horribly?" James takes the view point that it's a fact of life "let's dead with it! I did recognize most of the personality types " the Narcissist, the Machiavellian etc. and some of the tactics were useful, too.

I think this is a fantastic addition to the literary ocean which was surprisingly missing so far. With so many corporations around, how do we actually carry ourselves in order to survive on a day to day basis? Oliver has defined a successful corporate creature as a triad, a tripartite combination of a narcissistic, Machiavellian and Psychopath individual, features we all have to a certain degree. All of us working in the corporate environment that is. A successful career in any corporation requi...more I think this is a fantastic addition to the literary ocean which was surprisingly missing so far. With so many corporations around, how do we actually carry ourselves in order to survive on a day to day basis? Oliver has defined a successful corporate creature as a triad, a tripartite combination of a narcissistic, Machiavellian and Psychopath individual, features we all have to a certain degree. All of us working in the corporate environment that is. A successful career in any corporation requires not knowledge or skill, but acting skills, because most jobs are based in the service industry where attributes like perceptions and reputation matter more than what you actually know. So in short if you are in any service industry, its not what you know that matters rather its what they think you

know or may know. The real world examples are very efficiently employed to emphasize any potential or existing employee to plot his way across the corporate maze.

A word of caution though, many readers not used to Oliver's sarcastic style may be put off in the beginning. I would implore them to continue and persevere till the end, as the last chapters are really good as they bring the whole arguments together. Trust me, there is a lot to take away from this wonderful book. (less)

British psychologist Oliver James provides fascinating insights into the terrifying "triadic" personalities that manipulate and terrorise the hapless fools (i.e. you and me) who are unlucky enough to work in offices and corporations. (He focuses mainly on offices in the English-speaking western world.)

The first half was very repetitive (I'm sure I read the same sentence in at least three different chapters)and the he second half offered precious little practical or usable advice. The book indulges in retelling the (admittedly interesting) stories of some atypical people whilst constantly reminding the reader that these are not normal situations they are likely to encounter. By focusing on the extremes it loses the ability to offer useful day to day advice and even manages to end with an appal...more The first half was very repetitive (I'm sure I read the same sentence in at least three different chapters)and the he second half offered precious little practical or usable advice. The book indulges in retelling the (admittedly interesting) stories of some atypical people whilst constantly reminding the reader that these are not normal situations they are likely to encounter. By focusing on the extremes it loses the ability to offer useful day to day advice and even manages to end with an appalling plug for the authors next book which it offers as the solution to "healthy office politics". Needless to say I won't be purchasing that book!(less)

As ever Oliver James talks a lot of sense. His guide to office politics allows you to identify the triadic personalities who will go out of their easy to screw up your career. It also gives you the ammunition to use office politics to your own advantage even if you're not Machiavellian, narcissistic or psychopathic. It has certainly allowed me to identify and pigeonhole a number of colleagues over the years.

"When a woman I was chatting up at a party in 1988 asked what I did," he reports, "I proudly told her that I interviewed celebrities for a particular television programme" (he worked on Network 7 on Channel 4). "With great glee, she said, 'I happen to know that is not true. I met the man who really does those interviews only last week.'" Because James's face was never seen on the programmes, the imposter prospered. "Whilst it might just have been a one-off case of a man using a lie to get a woman into bed," James continues, dismayed, "I have since learned that this is his modus operandi â€"

James's own modus operandi for seducing the reader is well established (his books include the bestselling *Affluenza*). He impersonates an avuncular soft-scientist with a simply explained theory about the world and a set of suggestions for how understanding his theory can make us healthier, wealthier and wiser.

The basic notion in this book is that as ever more of us work in complex white-collar environments, success at work depends ever more on office politics. This seems unarguable. When gauging performance is straightforward â€" how many toothpaste-caps Charlie Bucket's father can screw on in a day, for instance â€" office politics is relatively unimportant. But where blame can be spread and credit stolen, and the bonus pool depends on staying in the boss's good graces, you need to know how to hustle.

The traits that make for a successful hustler are not always attractive, James says. In fact, there's a "Dark Triad" of character types disproportionately represented in office environments: psychopaths, who have no conscience; machiavels, to whom others are but pieces on a chessboard; and narcissists, bursting with malignant self-love. James classifies people who are a mixture all three "triadic individuals". In layman's terms, they are what we call "arseholes".

Where he's most persuasive is not in this self-help stuff, which is pretty obvious. It's the way in which he talks about fields of work and structures of reward that encourage the worst sort of politicking. It's good to read someone being scalding about tournament bonus schemes, "360-degree assessment", public-sector outsourcing and neoliberal labour markets from the point of view of psychology rather than ideology or economics.

There are even "toxic professions", apparently. One on which James spends a lot of time, because he worked in it, is TV – a field in which politicking mediocrities ascend by blaming others for their disasters and taking credit for pure luck. My wife works in TV and says James is spot-on, but that his theory doesn't apply to her or her friends' successes, so I'm assuming she's a subclinical triadic psychopath with machiavellian tendencies.

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