



# **Machiavelli on Management: Playing and Winning the Corporate Power Game**

*Gerald R. Griffin*

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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.

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