



Organizational Influence Processes

Robert W. Allen, Lyman W. Porter, H.L. Angle

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With more than two-thirds fresh material, this new updated edition of *Organizational Influence Processes* provides an overview of the most important scholarly work on topics related to the exercise of influence by individuals and groups within organizations. In selecting articles for inclusion the editors were guided by the conviction that the most useful and interesting way to view organizational influence is to take a directional approach - that is, to consider the process from the perspective of downward, lateral, and upward influence. They have organized the readings around this framework, preceded by an introductory group of articles dealing more generally with the nature of influence processes and power. The book includes both classic readings and the latest cutting edge research from some of the most respected experts writing in the field. It will be equally useful for any upper level undergraduate or graduate course concerned with organizational behavior, group behavior, leadership or power and politics.

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