

The Power Paradox: How We Gain and Lose Influence (Hardback)



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Penguin Books Ltd, United Kingdom, 2016. Hardback. Book Condition: New. 222 x 144 mm. Language: English . Brand New Book. A revolutionary rethinking of everything we know about power It shapes every interaction we have, whether we re trying to get a two-year-old to eat green vegetables or ask for a promotion at work. But how do we really gain power? And what does it do to us? As renowned psychologist Dacher Keltner reveals, the new science of power shows that our Machiavellian view of status is wrong. Influence comes not to those who are ruthless, but to those with socially intelligence and empathy. Yet, ironically, the seductions of success lead us to lose those very qualities that made us powerful in the first place. Keltner draws on fascinating case studies to illuminate this power paradox , revealing how it shapes not just companies and elections but everyday relationships. As his myth-busting research shows, power - and powerlessness - distorts our behaviour, affecting whether or not we will have an affair, break the law, drive recklessly or find our purpose in life. In twenty original power principles , Keltner shows how we can retain power by maintaining a focus on others. By redefining power as the ability to do good, The Power Paradox turns everything we know about influence, status and inequality upside down.



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