



Clout: Finding and Using Power at Work

Eric Bolland

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There is one major factor that explains business actions that has thus far escaped thorough exploration. That factor is clout, or as it is more broadly understood, power. Those with clout in the business organizations make the decisions and influence what the business does. Yet the origins and uses of clout are hidden. Everyone wants to know more about this inner world as clout is still largely unrecognized in studies of corporate culture.

With *Clout*, the first researched-based book on the topic, Bolland fills this void. He systematically analyses the subject and answers the many questions about this aspect of business life, including exploring what organization clout is, how it has evolved, how it is manifested, how it is used and how it relates to other aspects of business organizations. Readers will be able to apply findings to their own career, and students will gain a tested framework for understanding the importance of this subject.



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