

Management By Kinicki 6th Edition

**kreitner&kinicki: &#169; the mcgraw-hill companies, 2003 sixth ...** - executives. management,as defined in chapter 1, involves getting things done with and through others. experts say managers need to build social capital with four key social skills: social perception, impression management, persuasion and social influence, and social adaptability (see table 12.4) how polished are your social skills? where do

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