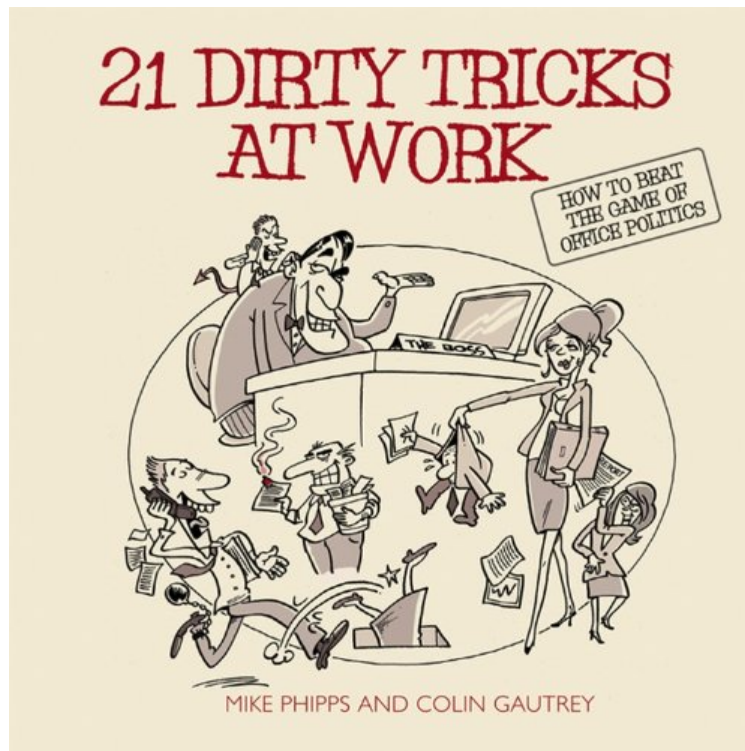


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## 21 Dirty Tricks at Work: How to Beat the Game of Office Politics

*Mike Phipps, Colin Gautrey*

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**Mike Phipps, Colin Gautrey : 21 Dirty Tricks at Work: How to Beat the Game of Office Politics** before purchasing it in order to gauge whether or not it would be worth my time, and all praised 21 Dirty Tricks at Work: How to Beat the Game of Office Politics:

6 of 6 people found the following review helpful. Can't wait for the next book  
By Ilya Shutman  
I just got this book, and I love it! Some books simply list dirty tricks as possible tools for personal advancement, but this one is different. In a case study, a bit extreme, yet very familiar, the authors present some dirty tactics that are fairly common in corporate environment. However, the authors do not stop at that: they list strategies to combat those tricks (I found some of them to be very good and will try them out), and they also list costs of those tricks to the victim, the company, and the perpetrator, whether he's caught or not. The book gave me new perspective on office politics, confidence that I can create more win/win situations, and forced me to review my daily routine to make sure that it's clean from tricks that, unfortunately, can become contagious. I plan to share this book with all of my coworkers who are willing to read it. My most sincere thanks to Mike Phipps and Colin Gautrey. I can't wait for your next book!  
0 of 0 people found the following review helpful. Excellent Book  
By Lee Evans  
The book provided an excellent catalog of common dirty tricks, their impacts, and effective countermeasures against such tricks. I enjoyed the analysis at the end of each section as well as, the interspersing of a representative story for illustration.  
29 of 31 people found the following review helpful. Interesting read, but not that helpful  
By Kukkimom  
This book is written as a fictional story of one man's experience navigating the political jungle in a cut-throat corporation. Each chapter tells a bit of the story, with an accompanying analysis that includes "Game Stats" (I found those totally useless), the "Antidote" and the "Vaccination". I found those last two somewhat helpful, since they give you "power questions" to ask the person who

is playing politics and how to respond. However, the entire time I was reading the book, I kept envisioning an episode of "Ugly Betty," because the situations were so ridiculously exaggerated. In my experiences at corporations large and small, I've never witnessed the situations to the extent they describe, so it was hard for me to relate.

21 Dirty Tricks at Work is about lies. The type of underhand, pernicious and downright Machiavellian scheming that goes on in business every day. An estimated pound;7.8bn is lost each year in the UK alone through unnecessary and counter-productive office politicking. But 21 Dirty Tricks at Work is also a book of hope. It exposes the classic manoeuvres and gives practical advice on dealing with them to the vast majority who just want to do a good day's work. 21 Dirty Tricks at Work provides you with all the information you need to spot negative tactics and self-interested strategies. It shows you how to spot the games frequently being played and how to come out with your credibility intact and your sanity preserved. So, if you are fed-up of being on the receiving end of constant backbiting and skulduggery from workmates, join hands with the authors and get Machiavelli on the run!

"...this book is on a mission...one's eyes are definitely opened..." (The Independent on Sunday, 10th July 05) "...Fed up of back-biting, skulduggery and unscrupulous behaviour? Then this is the book for you." (Office Secretary Magazine, October 2005) "...you might want to invest in a new book - 21 Dirty Tricks at Work..."(Liverpool Daily Post, 13th October 2005) "...plenty of substance..." (Reading Chronicle, 20th October 2005) "...a book of hope. It exposes the classic manoeuvres and gives practical advice..." (Credit Control, Vol 26(6) 2005) "...new middle management recruits should read one trick before retiring each night; that way they'll get wise to every trick in the book within a month..." (Professional Manager, Jan 06) From the Back Cover 21 Dirty Tricks at Work is about lies. The type of underhand, pernicious and downright Machiavellian scheming that goes on in our businesses every day. An estimated pound;7.8bn is lost each year in the UK alone through unnecessary and counter-productive office politicking. But 21 Dirty Tricks at Work is also a book of hope. The mission statement of the authors is to expose these behaviours and provide practical, workable tools for the vast majority who want to do a good day's work. 21 Dirty Tricks at Work provides you with all the information you need to spot negative tactics and self-interested strategies. It also shows you how to spot the games frequently being played and how to come out with your credibility intact and your sanity preserved. So, if you are fed-up of constant back-biting, skulduggery and unscrupulous behaviour of your colleagues and workmates, join hands with the authors for the no-nonsense antidote for everyday politicking. It's time to get Machiavelli on the run! About the Author Mike Phipps and Colin Gautrey are co-founders of Politics at Work Ltd, a London-based firm established in 2003 to help individuals and corporates stem the rising tide of office politics.