

References & Recommended Reading List

Reardon, K. (2002) *The Secret Handshake: Mastering the Politics of the Business Inner Circle*

Conniff, R. (2007) *The Ape in the Corner Office: How to Make Friends, Win Fights and Work Smarter by Understanding Human Nature*

Hawley, C. (2008) *100+ Tactics for Office Politics*

Dobson, M. and Dobson, D. (2006) *Enlightened Office Politics: Understanding, Coping with, and Winning the Game—Without Losing Your Soul*

Patching, K. (2000) *Corporate Politics for IT Managers: Hot to get Streetwise (Computer Weekly Professional Series)*

Steele, R (1994) *Office Politics: The Women's Guide to Beat the System and Gain Financial Success*