

Aliens On Earth.com
Resources for those who are stranded here

[UFOs](#) | [Paranormal](#) | [Area 51](#)
[People](#) | [Places](#) | [Random](#)
[Top 100](#) | [What's New](#)
[Catalog](#) | [New Books](#)

Search... for keyword(s)

in Book Title/Author

**Our Bookstore
is [OPEN](#)**

[Mothership](#) -> [Book Catalog](#) -> [Psychology](#) -> Here

[Book Catalog](#)

Books on Management

Sections Below: [General](#) | [Management Psychology & Technique](#) | [Creativity](#) | [Training](#) | [Employment](#) | [Peter Principle](#) | [Political Action](#) | [Humor & Fiction](#)

33 titles below (\$3.00 to \$55.00) including (in alphabetical order): [The ASTD Training & Development Handbook](#) * [Bluff Your Way in Management](#) * [Company Man](#) * [Dogbert's Top Secret Management Handbook](#) * [Don't Do. Delegate](#) * [Flight of the Buffalo](#) * [HeroZ](#) * [Hiring the Best](#) * [Homemade Business](#) * [How to Thrive from 9 to 5](#) * [In Search of Excellence](#) * [Interviewing](#) * [Lessons in Leadership from Your Neighborhood](#) * [Liberation Management](#) * [Management of the Absurd](#) * [The Maverick Mindset](#) * [Mentoring](#) * [The Peter Prescription](#) * [The Peter Principle](#) * [Peter's Quotations](#) * [Quality Without Tears](#) * [Reengineering the Corporation](#) * [The Renewal Factor](#) * [Success and Betrayal](#) * [Thorsons Principles of NLP](#) * [Thriving on Chaos](#) * [What Do I Say When...](#) * [Zapp! the Lightning of Empowerment](#)

Assortment - [Abbreviations Used](#)

To add an item to your shopping cart, click on **Add to Cart** below the price. To select more than one item, click on the checkboxes beside the desired item codes and press the "Add..." button at the [bottom of the page](#). You can always remove an item from your shopping cart later.

...Or order by phone at (877) 627-7893 (tollfree)

| Code | Description | Price |
|--|--|--|
| Go DOWN to shopping cart | | Go UP to page index |
| General | | |
| hamemadebu_ | <p>Homemade Business: A Woman's Step-By-Step Guide to Earning Money At Home. (used trade paperback)</p> <p>By Donna Partow. 1992, Focus on the Family Publishing, 176pp. "Outlines the basics and strategies for a successful home business. From a Christian perspective." (Near Fine)</p> | <p>\$3.00</p> <p style="text-align: right;">1 lb</p> <p style="text-align: right;">Add to cart</p> |
| See Also: | <p>Money and Business</p> <p>For other business topics.</p> | |

[Go DOWN to shopping cart](#)

[Go UP to page index](#)

Management Psychology & Technique

| | | |
|---|---|---|
| <p>manabsurd</p> <p>Cover Image</p>  | <p>Management of the Absurd: Paradoxes in Leadership (new hardcover)</p> <p>By Richard Farson and Michael Crichton (foreword).. 1997, Simon & Schuster, 172pp. "Challenging managers to reexamine their assumptions about effective leadership, a study of organizations and human relations explores thirty paradoxical situations and the impact of effective leadership." List price \$21. (New)</p> <p>Psychologist, educator and former CEO Richard Farson presents of a series of management paradoxes designed to challenge conventional wisdom and encourage managers to reexamine their assumptions about effective leadership. Facile formulas, catchy slogans, ten-step programs, and quick fixes too often dominate today's management training programs. But in organizations as in all of life, human behavior is seldom predictable, and business dilemmas do not easily lend themselves to gimmicks or simplistic answers.</p> | <p>\$7.50</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| <p>manabsurdp</p> | <p>Management of the Absurd: Paradoxes in Leadership (used Permabound library edition: original softcover book with hard illustrated boards)</p> <p>By Richard Farson and Michael Crichton (foreword). 1997, Simon & Schuster, 172pp. "Challenging managers to reexamine their assumptions about effective leadership, a study of organizations and human relations explores thirty paradoxical situations and the impact of effective leadership." List price \$21. (Fine)</p> | <p>\$5.00</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| <p>thrivchaos</p> | <p>Thriving on Chaos: Handbook for a Management Revolution (used hardcover)</p> <p>By Tom Peters. 1987 (1988), Knopf, 562pp. "To thrive amidst chaos means to cope or come to grips with it, to succeed in spite of it." (Fine in Near Fine DJ)</p> | <p>\$5.50</p> <p>2.5 lbs</p> <p>Add to cart</p> |
| <p>searchexc</p> | <p>In Search of Excellence: Lessons from America's Best-Run Companies (used hardcover)</p> <p>By Thomas J Peters and Robert H. Waterman. 1982 (1983), Harper & Row, 360pp. Authors are a members of a management consulting firm. (VG in VG DJ)</p> | <p>\$4.50</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| <p>libermgmt</p> | <p>Liberation Management: Necessary Disorganization For the Nanosecond Nineties (used trade paperback)</p> <p>By Tom Peters. 1992, Alfred A Knopf, 834pp. "The author of 'In Search Of Excellence' is back again - this time with a message guaranteed to get corporate America thinking." (Fine)</p> | <p>\$5.00</p> <p>3 lbs</p> <p>Add to cart</p> |
| <p>flightbuff_</p> | <p>Flight of the Buffalo: Soaring to Excellence, Learning to Let Employees Lead (used trade paperback)</p> <p>By James A. Belasco and Ralph C. Stayer. 1993, Warner, 355pp. "from herd mentality to high-flying innovation: how your company can transform itself now!". (Fine)</p> | <p>\$6.50</p> <p>1 lb</p> <p>Add to cart</p> |
| <p>hiringbest_</p> | <p>Hiring the Best: A Manager's Guide to Effective Interviewing (used trade paperback)</p> <p>By Martin Yate. 1994, Bob Adams Inc, 230pp, 9x6". Fourth edition (most recent). "Techniques, Strategies, Scenarios... Including over 400 questions designed to help you find the right people for your department and your success." (Fine)</p> | <p>\$5.50</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| <p>renewalfa_</p> | <p>The Renewal Factor: How the Best Get and Keep the Competitive Edge (used hardcover)</p> <p>By Robert H. Waterman. 1987, Bantam, 338pp. Influential book on how businesses must organize to allow their processes and products to evolve and renew themselves.. . (Library discard with usual markings. VG+ in VG+ DJ)</p> | <p>\$4.75</p> <p>2 lbs</p> <p>Add</p> |

| | | |
|-------------|---|---|
| | in mylar wraps) | to cart |
| reencorp | <p>Reengineering the Corporation: A Manifesto for Business Revolution (used hardcover)</p> <p>By Michael Hammer and James Champy. 1993, Harper, 223pp. Stated first edition. "Forget what you know about how business should work -- most of it is wrong!". (Fine in VG DJ)</p> | <p>\$4.50</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| reengcorp | <p>Reengineering the Corporation: A Manifesto For Business Revolution (used trade paperback)</p> <p>By Michael Hammer and James Champy. 1993 (1994), Harper Business, 233pp. (Fine)</p> | <p>\$3.50</p> <p>1 lb</p> <p>Add to cart</p> |
| whatsaywhe_ | <p>What Do I Say When...: A Guidebook for Getting Your Way with People on the Job (used hardcover)</p> <p>By Muriel Solomon. 1988, Prentice Hall, 296pp. "This unique desk-top reference features over 200 ready-to-used, word-for-word dialogs that will put you in complete control of even the most difficult business situations.". (Fine in Fine DJ)</p> | <p>\$7.00</p> <p>2 lbs</p> <p>Add to cart</p> |
| qualwotear_ | <p>Quality Without Tears: The Are of Hassle-Free Management (used trade paperback)</p> <p>By Philip B. Crosby. 1984 (1985), Plume, 205pp. (VG)</p> | <p>\$3.50</p> <p>0.5 lbs</p> <p>Add to cart</p> |
| howtothriv_ | <p>How to Thrive from 9 to 5 (used trade paperback)</p> <p>By Mary Whelchel. 1995, Word, 167pp. "Polish your verbal skills, perfect the five basic people skills and manage your workload." From a Christian viewpoint. (Good)</p> | <p>\$5.00</p> <p>1 lb</p> <p>Add to cart</p> |
| bluffmanag_ | <p>Bluff Your Way in Management (Bluffer's guides) (used mass-market paperback)</p> <p>By Joseph T. Straub and John Courtis. 1990, Centennial Press, 78pp, 7x4". "The essence of bluffing is to retain control of a situation or at least your position in it without enough data assets or power to justify that retention...also the essence of management." (VG+)</p> | <p>\$4.25</p> <p>0.5 lbs</p> <p>Add to cart</p> |
| succesbetr | <p>Success and Betrayal: The Crisis of Women in Coporate America (used trade paperback)</p> <p>By Sarah Hardesty and Nehama Jacobs. 1986, Simon & Schuster, 463pp. "GGroundbreaking insight into - the myth of unlimited potential, the mystique of power, the elusive path to the top. (Fine)</p> | <p>\$5.00</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| dontdodele | <p>Don't Do. Delegate (used mass-market paperback)</p> <p>By James M. Jenks. 1986, Ballantine, 192pp, 7x4". "A very helpful, thorough, down to earth analsis of one of the most valuable tasks a manager can learn - effective delegation." (Near Fine)</p> | <p>\$3.00</p> <p>0.5 lbs</p> <p>Add to cart</p> |
| | | |

| | | |
|-----------|---|--|
| psma08272 | Zapp! the Lightning of Empowerment: How to Improve Quality, Productivity and Employee Satisfaction (used hardcover) By William C. Byham and Jeff Cox. 1988, Harmony Books, 200pp. Management. (VG in VG DJ. Upper right corner lightly bumped. Prev. owner's name on FEP) | \$3.00 2.5 lbs Add to cart |
| psma0827 | HeroZ: Empower Yourself, Your Coworkers, Your Company (used hardcover) By William C. Byham and Jeff Cox. 1994, Harmony Books, 201pp. Management advice. "Step-by-step techniques - proven by thousands of companies around the globe - show you how to make meaningful decisions, measure your progress, and work efficiently in teams." (Fine in Near Fine DJ) | \$5.00 1.5 lbs Add to cart |

[Go DOWN to shopping cart](#)[Go UP to page index](#)

Creativity

| | | |
|------------------|--|--|
| psma08271 | The Maverick Mindset: Finding the Courage to Journey from Fear to Freedom (used hardcover) By Doug Hall. 1997, Simon & Schuster, 235pp. "Using examples from clients such as Nike, Walt Disney and AT&T, author shares his secrets to finding the courage to forge ahead no matter the circumstances, whether starting a new career or teaching children discipline." (Fine in Near Fine DJ) | \$8.50 1.5 lbs Add to cart |
| See Also: | Depression & Self-Esteem - 22 titles | |

[Go DOWN to shopping cart](#)[Go UP to page index](#)

Training

| | | |
|--|--|--|
| mentoring | Mentoring: Confidence in Finding a Mentor and Becoming One (used trade paperback) By Bobb Biehl. 1996 (1997), Broadman & Holman, 214pp. Christian advice. (Near Fine) | \$5.00 1.5 lbs Add to cart |
| psma08273 | Thorsons Principles of NLP (Neuro-Linguistic Programming) (used trade paperback) By Joseph O'Connor and Ian McDermott. 1996, Thorsons/HarperCollins, 182pp, 8x5". "A clear and concise introduction to the basic concepts and practical uses of Neuro-Linguistic Programming. Neuro-Linguistic Programming (NLP) is based on the practical skills that are used by all good communicators to obtain excellent results." (VG+) | \$5.50 1 lb Add to cart |
| psma0826 Cover Image  | The ASTD Training & Development Handbook: A Guide to Human Resource Development (used hardcover) By Robert L. Craig. 1996, McGraw-Hill, 1071pp. Fourth edition. "Top industry leaders give 100s of practice-proven techniques you can use right now to develop effective leadership skills." (Fine in Near Fine DJ) "The standard reference in the field--now more timely than ever! The ASTD Training & Development Handbook This is the book that human resource development professionals have long turned to for the most up-to-date knowledge available in designing employee training and learning systems. sponsored by the American Society for Training and Development, the Handbook is a collection of the newest and best ideas from today's leading companies and top executives." | \$55.00 4 lbs Add to cart |

[Go DOWN to shopping cart](#)[Go UP to page index](#)

Employment

| | | |
|------------|--|---|
| interviewi | <p>Interviewing: Effective Techniques to Help You Answer Tough Questions and Make a Great Impression (used trade paperback)</p> <p>By Arlene S. Hirsch and National Business Employment Weekly . 1994, John Wiley & Sons, 202pp, 9x7.5". A job-hunter's guide to doing well in interviews. (VG. Prev. owner's name stamped on FEP and edge of page block)</p> | <p>\$3.75</p> <p>1.5 lbs</p> <p>Add to cart</p> |
|------------|--|---|

[Go DOWN to shopping cart](#)

[Go UP to page index](#)

Peter Principle

| | | |
|------------|--|---|
| peterpb | <p>The Peter Principle: Why Things Always Go Wrong (used mass-market paperback)</p> <p>By Dr. Laurence Peter. 1969 (1972), Bantam, 169pp, 7x4". In a hierarchy, every employee tends to rise to the level of incompetence. (VG. Multiple copies)</p> | <p>\$3.75</p> <p>1 lb</p> <p>Add to cart</p> |
| peterhc | <p>The Peter Principle: Why Things Always Go Wrong (used mass-market paperback)</p> <p>By Dr. Laurence Peter. 1969, Morrow, 179pp, 7x4". In a hierarchy, every employee tends to rise to the level of incompetence. (VG in Good+ DJ)</p> | <p>\$7.00</p> <p>1 lb</p> <p>Add to cart</p> |
| peter | <p>The Peter Principle: Or Why Things Always Go Wrong (new hardcover)</p> <p>By Dr. Laurence Peter. 1996, Buccaneer Books. The only edition of this classic book that is still in print and available new. High quality binding, issued without dustjacket, printed on acid-free paper. Shrink-wrap sealed. List \$29.95 (\$20.97 at Amazon). (New)</p> | <p>\$18.95</p> <p>1 lb</p> <p>Add to cart</p> |
| peterpresc | <p>The Peter Prescription: How to Make Things Go Right (used mass-market paperback)</p> <p>By Dr. Laurence J. Peter. 1973, Bantam, 238pp, 7x4". (Good)</p> | <p>\$3.00</p> <p>0.5 lbs</p> <p>Add to cart</p> |
| petersquot | <p>Peter's Quotations: Ideas for Our Time (used hardcover)</p> <p>By Dr. Laurence J. Peter. 1977, William Morrow, 540pp. "From Socrates to Yogi Berra, gems of brevity, wisdom, and outrageous wit," collected by the author of "The Peter Principle." (Library discard with usual markings. Good in Good DJ in mylar wraps)</p> | <p>\$4.75</p> <p>2.5 lbs</p> <p>Add to cart</p> |
| petersquop | <p>Peter's Quotations: Ideas for Our Time (used mass-market paperback)</p> <p>By Dr. Laurence J. Peter. 1977 (1980), William Morrow, 579pp, 7x4". "From Socrates to Yogi Berra, gems of brevity, wisdom, and outrageous wit," collected by the author of "The Peter Principle." (Good. Yellowed pages. Has some minor underlining)</p> | <p>\$3.00</p> <p>2.5 lbs</p> <p>Add to cart</p> |

[Go DOWN to shopping cart](#)

[Go UP to page index](#)

Political Action

| | | |
|-----------|---|--|
| lilneigh_ | <p>Lessons in Leadership from Your Neighborhood (used hardcover)</p> | <p>\$4.50</p> <p>2 lbs</p> |
|-----------|---|--|

By Bunny Holman and Larry Holman. 1998, Lessons in Leadership, 517pp. (Fine in Fine DJ)

[Add
to cart](#)

[Go DOWN to shopping cart](#)

[Go UP to page index](#)

Humor & Fiction

| | | |
|---|--|---|
| <p>dogbert</p>  | <p>Dogbert's Top Secret Management Handbook (new trade paperback)</p> <p>By Scott Adams. 1996, Harper Business, 8x8". A collection of managerial wisdom and Dilbert cartoon strips. (New)</p> | <p>\$6.00</p> <p>1.5 lbs</p> <p>Add to cart</p> |
| <p>companyman</p> | <p>Company Man (used trade paperback)</p> <p>By Brent Wade. 1992 (1993), Anchor Books, 219pp. Novel about a young Black man in the corporate world. (Near Fine)</p> | <p>\$4.00</p> <p>1 lb</p> <p>Add to cart</p> |

Place a checkmark beside the items you want to order, then press the button above.
(Or click on "Add to cart" beside each item.)

To order by phone: (877) 627-7893 (tollfree)

If you encounter any problems with the shopping cart, please [tell us](#), providing as many details as possible.

[Go UP to page index](#)

Would you like to be informed when new books are added to this page? If so, enter your email address here:

Example: **username@domain.com**

You will receive a message only when books are added for "Books on Management".

[Mothership](#) -> [Book Catalog](#) -> [Psychology](#) -> [Here](#)



To Order - Use our on-line shopping cart on each product page
- or call (877) 627-7893 (tollfree) or (702) 227-1818
- or email books@ufomind.com

Copyright © 1995-2000 Aliens on Earth
PO Box 30303, Las Vegas, NV 89173

Send corrections to webmaster@ufomind.com

This page: <http://www.ufomind.com/catalog/pub/psych/peter/> (8/29/00 0:57)
We encourage you to link to this page from your own. No permission required.

