



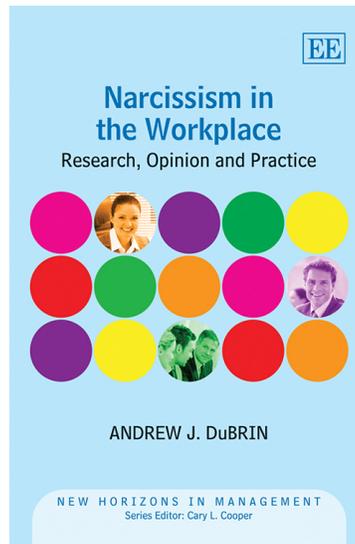
## Narcissism in the Workplace

### Research, Opinion and Practice

New Horizons in Management series

Andrew J. DuBrin, Professor Emeritus of Management, Saunders College of Business, Rochester Institute of Technology, US

The author describes both the positive and negative features of narcissism and presents strategies and tactics for dealing constructively with narcissistic traits and behaviors in oneself and in others. Self-tests and questionnaires found throughout the volume enable readers to reflect on their standing on a variety of behaviors and attitudes associated with narcissism. Each chapter includes a section labeled 'Guidelines for Application and Practice' that provides practical advice for applying the research and theories presented within. Further, each chapter concludes with a case history of narcissism, accompanied by a brief analysis of the narcissistic aspects of the case's subject.



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'This book is both welcome and timely and illustrates, through several case examples, the profoundly dysfunctional impact which excessive narcissistic and omnipotent behaviour generates. In particular the book highlights how tortuous and destructive such behaviour becomes when exercised by those in positions of organisational power and influence. Also explored are means of countering and containing such dysfunctions. . . the complexity of the material is presented in a very readable and practical manner which reinforces its applicability to the everyday experiences of the reader. . . To my mind the book meets its stated objectives and provides sufficient material, and in a digestible form, which the interested and thoughtful reader can readily draw upon.'

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