

6ª edición

Liderazgo en las organizaciones



Gary Yukl

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Liderazgo En Las Organizaciones Gary Yukl:

Liderazgo en las organizaciones Gary Yukl, 2008 Psicología **Principios, valores y emociones del liderazgo** Roberto Miguel Nul, Gabriel Omar Urchipía, Victoria Landetcheverry, 2025-05-26 Históricamente la enseñanza de la ciencia política ha relegado el liderazgo a un papel secundario reduciéndolo a un conjunto de técnicas transaccionales o estrategias de uso del poder. Este enfoque ha ignorado su dimensión más significativa: el liderazgo como fenómeno relacional y transformador capaz de generar cambios profundos en la gobernanza y en la acción colectiva. Esta limitación en su concepción integral exige un cambio de paradigma en la formación de líderes y sus equipos. Comprender la naturaleza e impacto del liderazgo requiere superar los enfoques tradicionales centrando la atención en su dimensión ética. No es únicamente lo que el líder hace, lo que lo define, sino cómo lo hace y cómo logra resonar en quienes lo siguen. Esta resonancia que no puede medirse solo en términos de eficacia práctica se refleja en la capacidad del líder para evocar emociones, inspirar confianza y movilizar principios y valores compartidos. En América Latina, una región donde lo simbólico y lo emocional son esenciales para las relaciones sociales, el liderazgo adquiere características singulares al integrarse con las particularidades culturales e históricas de la región. Sin embargo, su influencia trasciende lo local. El liderazgo posee una dimensión universal que conecta con facultades humanas compartidas, lo que permite que las personas valoren y sigan a sus líderes más allá de sus atributos específicos. El liderazgo no puede ser reducido a fórmulas preestablecidas ni puede ser comprendido a través de un conocimiento previo. Su esencia radica en la experiencia única que genera en quienes lo observan y lo siguen, combinando lo subjetivo y lo universal en una relación simbólica y emocional. Desde esta perspectiva, la política concebida desde el liderazgo se transforma en un arte social en el que las acciones y la presencia del líder provocan cambios profundos en la percepción colectiva y en la construcción de un futuro común. Principios y Valores del LIDERAZGO no pretende imponer verdades absolutas ni ser políticamente partidario. Es un espacio para repensar la práctica política, una invitación a la innovación en la forma de ejercer el liderazgo, un modelo de aprendizaje para que el conocimiento perdure. Este libro, dedicado al entrenamiento de líderes y sus equipos, se inscribe en la misión de hacer llegar el liderazgo a todos los actores de la política y la sociedad, contribuyendo a la construcción de democracias más humanas y efectivas en América Latina.

Gestión y psicología en empresas y organizaciones Roberto Sánchez Gómez, 2014-02-25 Qué importancia tienen los aspectos psicológicos en las empresas y las organizaciones? Cómo influyen los aspectos psicológicos en la gestión? Cuando hablamos de gestión nos vienen a la mente conceptos como estrategia, recursos, planificación, coordinación, control, decisiones, costes, beneficios o pérdidas. No obstante, estos mismos términos emergen cuando se trata de cuestiones psicológicas. Estas juegan un papel fundamental en muchos aspectos de la gestión de las empresas y de las organizaciones. Influyen en las decisiones de los directivos, en el comportamiento de trabajadores y consumidores, y en la forma en la que se comercializan los productos y servicios. Tener en cuenta los factores psicológicos puede ayudar a explorar y a explotar nuevas oportunidades de negocio en el caso de las empresas y formas más eficaces y

eficientes de resolver los problemas que surgen en las organizaciones Estos influyen en la toma de decisiones la creatividad y la innovaci n as como en la motivaci n mediante los procesos de liderazgo determinaci n de roles y socializaci n de los cuales depende la cooperaci n la existencia o no de conflictos y la implantaci n exitosa de cambios en la gesti n Este libro aborda de forma amena y rigurosa tres temas fundamentales para comprender la relaci n entre psicolog a y gesti n En primer lugar explica cu les son las dimensiones psicol gicas de la persona describiendo la relaci n entre la cognici n la emoci n la motivaci n y la conducta y el papel de los aspectos psicol gicos en los valores y las actitudes la creatividad o el desarrollo de competencias En segundo lugar analiza los factores que configuran el contexto organizacional incluyendo la cultura y el clima organizacionales el liderazgo los roles el estatus y el poder la comunicaci n las t cticas comerciales y los grupos y equipos En tercer lugar aborda las cuestiones psicol gicas implicadas en los procesos b sicos que configuran lo que sucede en las empresas y organizaciones y que definen pues c mo es una sociedad la cooperaci n el conflicto y el cambio ndice

Introducci n Variables psicol gicas de la persona El contexto organizacional Procesos b sicos en las organizaciones cooperaci n conflicto y cambio Bibliograf a ndice anal tico ndice onom stico ndice de figuras **Influence: Gaining Commitment, Getting Results (Second Edition) (Spanish for Latin America)** Harold Scharlatt,Roland Smith,2015-12-04

Influence is an essential component of leadership Your position in an organization and the power it gives you aren t always enough to motivate people to do what you ask You may negotiate with or persuade people to make short term behavioral change but to create sustained change you will need to influence them which includes negotiation persuasion and other methods Developing your skill at using different influence tactics can help you achieve results when you use those tactics to get support from direct reports peers bosses and even clients and vendors *Personas compran personas* Carlos

Rosales,2017-02-01 Un libro que da las claves para gestionar el crecimiento personal y profesional la forma de trabajar la automotivaci n aplicando las bases de la Psicolog a Positiva entre otros En *Personas compran personas* encontrar s estrategias efectivas para incrementar las ventas de tu producto o servicio tales como Estrategias que te permitir n vender tus ideas proyectos y productos a las personas y empresas que desees Una metodolog a para gestionar tu crecimiento personal y profesional Estrategias para construir tu marca personal La forma de aplicar las habilidades de influencia para lograr persuadir a otros Un modelo aplicable de ventas profesionales Al conocer a Carlos Rosales como partner de GMAC para los programas de desarrollo corporativo de los equipos de ventas en Latinoam rica conoc el verdadero significado de la palabra espectacular Gerente de entrenamiento de GMAC M xico *Personas compran personas* permite una visi n integral para el equipo de venta de cualquier empresa o negocio Establece conceptos claros y sencillos para llevarlos al pr ximo nivel de trabajo Ralph Kinmard Creo que leer este libro ser de mucha ayuda para vendedores y no vendedores en sus procesos de b squeda personal y profesional Este libro es sobre todo muy pr ctico en su ejecuci n y motivante para la acci n M nico Carvajal Formador internacional de coaches Presidente GSP de Venezuela *La modernizaci n de la gesti n tributaria en*

España Irene Belmonte Martín, 2017-01-19 El interés principal que ha movido a la elaboración de este libro no es otro que el estudio de los procesos de modernización administrativa y en particular de aquellos que se refieren al ámbito local en una cuestión tan importante como son los ingresos públicos. Pues aunque las posibilidades de redistribución de las Haciendas Públicas locales quedan minimizadas por el carácter menos progresivo de los tributos locales la gestión y la recaudación de estos resulta fundamental para el funcionamiento de sus Administraciones y la implementación de las políticas públicas locales además de contribuir a la legitimación de la democracia local. Contenido Abreviaturas Introducción Parte I El planteamiento general de la modernización Capítulo I La modernización de la Administración pública Capítulo II La modernización de la Administración local en España Parte II La Administración tributaria local en España Capítulo III La modernización de la Administración tributaria local en España Capítulo IV La delegación de competencias de gestión tributaria y recaudación a las diputaciones provinciales y otros entes públicos de ámbito territorial superior Capítulo V La configuración del sistema tributario municipal Capítulo VI El planteamiento original de la gestión tributaria local en la provincia de Alicante Capítulo VII El estudio de Suma Gestión Tributaria de la Diputación Provincial de Alicante Bibliografía consultada y referencias Memorias y documentos relevantes de Suma consultados Índice de tablas y figuras Leadership in Organizations , **Military review** , 1996 **Espacios y emociones** Laura Gherlone, Patrick Eser, Massimo Leone, Juan Manuel Rubio, Ivana Costa, Rossana Scaricabarozzi, Ana Peluffo, Maira Scordamaglia, María José Punte, María Lucía Puppo, Marina di Marco, Claudia Darrigrandi, Dulce María Dalbosco, Milena Gallardo Villegas, Lorena Verzero, 2021-09-22 Espacios y emociones constituyen hoy más que nunca conceptos clave para la reflexión en humanidades y ciencias sociales. En la estela amplia del giro espacial la geocrítica estudia la interacción entre los espacios ficcionales y los reales entendiendo el espacio humano como emergente constante sometido a un movimiento perpetuo de reterritorialización. Por otra parte el llamado giro afectivo pone el foco en las emociones la corporalidad y sus repercusiones conscientes e inconscientes sin desatender la materialidad de los objetos que circulan en distintas expresiones de la vida social. Espacios y emociones confluyen en los relatos de la literatura y las artes que configuran auténticas geografías emocionales y ponen en escena desplazamientos y pasajes por variadas fronteras físicas lingüísticas políticas y simbólicas. En este libro se dan cita hipótesis e interrogantes que trazan puentes entre la literatura comparada y las artes visuales la semiótica la filosofía la sociología y el psicoanálisis. Desde una perspectiva interdisciplinaria se examinan nociones como atmósfera milieu y frontera en tanto que se analizan obras y fenómenos asociados a discursos y textualidades diversas entre los que se cuentan la narrativa de ficción decimonónica los mitos populares y una revista magazine de fin de siglo así como la poesía el relato de viajes la crónica el cine documental y el activismo contemporáneo. Una lectura transversal del libro repasa determinados hitos que como nudos en un telar van conformando una historia cultural desde la colonia hasta nuestros días abrevando en los imaginarios literarios y sociales las creaciones del arte y los usos de la memoria que signan tanto el pasado como el presente de Latinoamérica.

rica **La supervisión educativa en contextos de cooperación internacional** Lorenzo Almazán Moreno, Tomás J. Campoy Aranda, José Antonio Torres González, 2011 La obra presenta los resultados de un proyecto de cooperación AECID 2007-2010 entre las Universidades de Jaén España y Autónoma de Asunción Paraguay y el Ministerio de Educación y Cultura paraguay que analiza las características profesionales de los supervisores escolares de Paraguay y determina sus necesidades formativas estableciendo las bases de un programa formativo que recoja sus funciones Los capítulos desarrollan las necesidades formativas del colectivo de supervisores Ciencia y sociedad , 1990 **Leadership in Organizations** , 2009 Dit is het e book uittreksel behorend bij het boek Leadership in organizations 6e druk ISBN 9780131494848 van Gary Yukl Uittreksels van StudentsOnly bieden je een goede manier om de stof uit het boek nog sneller en makkelijker onder de knie te krijgen Ze geven beknopt in ca 10% van het aantal pagina's van het boek een compleet overzicht van alles wat belangrijk is In het uittreksel wordt regelmatig naar pagina's paragrafen tabellen of figuren in het boek verwezen het is dan ook moeilijk te gebruiken zonder het boek maar des te beter samen met het boek Bron Flaptekst uitgeversinformatie

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Liderazgo En Las Organizaciones Gary Yukl Book Review: Unveiling the Power of Words

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