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The Machiavellian Librarian: Winning Allies, Combating Budget Cuts, and influencing Stakeholders (Chandos Information Professional Series)

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Do librarians ‘rock the boat’? Do they challenge those around them to win influence and advantage? Why is it that librarians are little found on the ‘influence’ grid of personality assessment tests? The Machiavellian Librarian offers real life examples of librarians who use their knowledge and skill to project influence, and turn the tide in their, and their library’s, favor. Authors offer first hand and clear examples to help librarians learn to use their influence effectively, for the betterment of their library and their career. Opening chapters cover visualizing data, as well as networking and strategic alignment. Following chapters discuss influence without authority-making fierce allies, communicating results in accessible language and user-centered planning. Closing chapters address using accreditation and regulation reporting to better position the library, as well as political positioning and outcome assessment.

- Throws the spotlight on librarian’s professional and personality traits, many of which are deleterious to the long-term viability of library funding
- Shows how best to boost the value proposition of libraries, through enhanced influence
- Includes how-to chapters on influencing others in the organization

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