

## What Would Machiavelli Do

The definitive collection of thoughts, assaults, and hilarious observations from America's premier business humorist and bestselling author of *Throwing the Elephant* and *What Would Machiavelli Do?* *The Big Bing* will be a mandatory addition to the library of everyone who works for a living, or would like to. For nearly 20 years, Stanley Bing's funny, wise, pleasantly mean-spirited, and at times even useful columns have delighted readers in the pages of *Esquire*, *Fortune* and a variety of other national publications. Bing has lived the last two decades inside the belly of the corporate beast, clawing his way to the top of one of the great multinational companies in the cosmos. And he has seen it all: the high body count after many a gruesome deal, the machine that grinds up the bones of those who stood in its way, the birth and death of executive dinosaurs (and he's had quite a few lunches with some of them, too). The result is storytelling at its best—sophisticated, amusing, and driven by the kind of insight that only a true insider can possess. *The Big Bing* provides a mole's-eye-view of the society in which we all live and work, creating one of the most entertaining, thought-provoking, and just plain funny bodies of work in contemporary letters.

A sly send up of the successful *What Would Jesus Do?* books, here is a satisfyingly mean light-hearted approach to business success—the Machiavellian way Machiavellians may not get to heaven, but on earth they have a definite edge on the competition. And in this pithy and discretely vicious guide, Stanley Bing shows how the Florentine master statesman and political thinker would handle today's myriad corporate challenges, seize the future by the throat, and make it cough up money, power, and superior office space. More than a road map to success, this hands-on guide will help anyone get what they want, whether or not they deserve it. So, what exactly would Machiavelli do? • He would exploit himself only slightly less than he exploits others. • He would be in love with his destiny. • He would, for the most part, be a paranoid freak. • He would always be at war. • He would cultivate a few well-loved enemies. • He would have a couple of good friends, too. • He would acquire his neighbor. • He would think BIG. • He would move forward like a great shark, eating as he goes. • And much, much more.

“Nobody pricks corporate balloons better than Stanley Bing.” —New York Post The ultimate satirist of corporate America, bestselling author Stanley Bing (*Sun Tzu Was a Sissy*, *Crazy Bosses*) now offers an outrageous “Survival Guide to the New Workplace” with *How to Relax Without Getting the Axe*—an eminently useful handbook that shows you how to retire on the job while still taking up (window) office space and drawing a huge salary. Succeeding in business without really trying is easy the Bing way. *How to Relax Without Getting the Axe* shows you all the ins and outs, while proving correct the assessment of popular radio host Don Imus that, “Bing is hilarious!”

Organization politics can be seen as a game in which players compete for different kinds of territory such as status, power, and influence. In *Power, Politics and Organizational Change*, David Buchanan and Richard Badham ask: What's the relevance of politics to change and innovation? What kind of game is this? What, if any, are the rules? How is the game played? What ethical issues arise? Should one play this game to win, and if so, how? How can you develop political expertise? The third edition has been thoroughly updated and revised. This includes discussion of current trends heightening the importance of developing political will and skill in a post-truth era, the rise of 'new power', the role of 'BS busting', the power of storytelling, and the politics of speaking up.

The Fourth Edition retains the elements of the text that have contributed to its success while also broadening its appeal. Written in an informal, accessible style, author Craig E. Johnson takes an interdisciplinary approach to leadership ethics while blending research and theory with practical application. This unique text promotes ethical decision-making and action through skill development, self-assessment, and application exercises. In the Fourth Edition: - A new chapter, *Ethical Crisis Leadership*, explains five ethical principles and strategies that are essential to fulfilling moral duties during times of crisis. - '*Leadership Ethics at the Movies*' features present short summaries of feature films that portray ethical dilemmas. Discussion starters are included to prompt readers to draw ethical implications and applications from the films. - '*Self-Assessment*' features measure the reader's performance on an important behaviour, skill, or concept discussed in the chapter - '*Implications and Applications*' review key ideas and their ramifications for the reader as a leader - '*For Further Exploration, Challenge, and Assessment*' encourages readers to engage in extended reflection and self-analysis - '*Focus on Follower Ethics*' boxes that broaden coverage of the text and introduce concepts students can apply to their role as followers - Three cases per chapter offer real-world examples for analysis and reflection - A lengthy reference section at the end of the book serves as a starting point for further research and exploration Instructors Resources include teaching strategies, a test bank, sample syllabi, assignment descriptions, and more.

Examines the life of the Florentine intellectual, his relationships with contemporaries ranging from Leonardo da Vinci and Michelangelo to Cesare Borgia and Pope Alexander VI, his philosophies about power, and the legacy of "The Prince." Okay, who was the first flatterer? If you guessed Satan, you'd be close, but according to *You're Too Kind*, flattery began with chimpanzees, who groom each other all day long. In fact, flattery is an adaptive behavior that has helped us survive since prehistoric times. Our flattery is strategic praise, and to illustrate its myriad forms, Richard Stengel takes us on a witty, idiosyncratic tour, from chimps to the God of the Old Testament to the troubadour poets of the Middle Ages, all the way through Dale Carnegie and Monica Lewinsky's adoring love letters to her "Big Creep." Flattery thrives in hierarchical settings like royal courts or Fortune 500 boardrooms, and it flows both upward and downward. Downward is usually

easier, but studies show it works best on those who already have high opinions of themselves. Stengel sees public flattery as an epidemic in our society, and private praise as being all too scarce. Most often, though, flattery these days is just a harmless deception, a victimless crime that often ends up making both the giver and the receiver feel a little better. In short, flattery works.

Written by Niccolo' Machiavelli in the 1500s, *The Prince* has continued to be a best seller through the centuries inspiring and captivating millions of hearts. This classic book researches the accomplishment, maintenance, and using political power in the western world. *The Prince* is sometimes claimed to be one of the first works of modern philosophy, especially modern political philosophy, in which the effective truth is taken to be more important than any abstract ideal. It was also in direct conflict with the dominant Catholic and scholastic doctrines of the time concerning politics and ethics. Machiavelli said that *The Prince* would be about princedoms, mentioning that he has written about republics elsewhere (possibly referring to the *Discourses on Livy* although this is debated), but in fact he mixes discussion of republics into this in many places, effectively treating republics as a type of princedom also, and one with many strengths. New conquests added to older states Machiavelli generalizes that there were several virtuous Roman ways to hold a newly acquired province, using a republic as an example of how new princes can act. More generally, Machiavelli emphasizes that one should have regard not only for present problems but also for the future ones. One should not "enjoy the benefit of time" but rather the benefit of one's virtue and prudence, because time can bring evil as well as good. Conquest by fortune, meaning by someone else's virtue (Chapter 7) According to Machiavelli, when a prince comes to power through luck or the blessings of powerful figures within the regime, he typically has an easy time gaining power but a hard time keeping it thereafter, because his power is dependent on his benefactors' goodwill. He does not command the loyalty of the armies and officials that maintain his authority, Conquests by "criminal virtue" (Chapter 8) Conquests by "criminal virtue" are ones in which the new prince secures his power through cruel, immoral deeds, such as the execution of political rivals. Machiavelli advises that a prince should carefully calculate all the wicked deeds he needs to do to secure his power, and then execute them all in one stroke, such that he need not commit any more wickedness for the rest of his reign. In this way, his subjects will slowly forget his cruel deeds and his reputation can recover. Princes who fail to do this, who hesitate in their ruthlessness, find that their problems mushroom over time and they are forced to commit wicked deeds throughout their reign. Thus they continuously mar their reputations and alienate their people. The Qualities of a Prince Each of the following chapters presents a discussion about a particular virtue or vice that a prince might have, and is therefore structured in a way which appears like traditional advice for a prince. However, the advice is far from traditional. Then, we have other great chapters: Generosity vs. parsimony Cruelty vs. Mercy Reputation of a

prince A Prince's Duty Concerning Military Matters In what way princes should keep their word Avoiding contempt and hatred The Prudence of the Prince Gaining honors Nobles and staff Avoiding flatterers Fortune Scroll Up and Grab Your Copy!

Previously titled *Bullying and Emotional Abuse in the Workplace: International Perspectives in Research and Practice*, the first edition of this bestselling resource quickly became a benchmark and highly cited source of knowledge for this burgeoning field. Renamed to more accurately reflect the maturing of the discipline, *Bullying and Harassment in the Workplace: Developments in Theory, Research, and Practice, Second Edition* provides a much-needed update of the original work. Edited by leading experts and presenting contributions from pioneers in their respective subject areas, the book is an up-to-date research-based resource on key aspects of workplace bullying and its remediation. New chapters include: Rehabilitation and Treatment of Victims of Bullying Interventions for the Prevention and Management of Workplace Bullying Bullying and Discrimination An Industrial Relation Perspective on Workplace Bullying Investigating Complaints of workplace bullying Whistleblowing and Workplace bullying How to Measure Exposure to Workplace Bullying in Surveys Extensively Revised Chapters include: Perspectives on hostile behaviors and Workplace bullying Empirical Findings on Bullying at Work Organizational Antecedents of Bullying Organizational effects of workplace bullying Counseling targets of bullying Bullying and the Law The book presents a comprehensive review of the literature, the empirical findings, the theoretical developments, and the experience and advice of leading international academics and practitioners. It examines the concept of bullying and harassment at work and its measurement, documenting the existence and consequences of the problem. The book explores a variety of explanatory models and presents available empirical evidence that sheds light on where, when, and why bullying develops. It contains a wide range of contributions on the possible remedies for prevention and minimization of the problem for management when it occurs, and for healing the wounds and scars it may have left on those exposed.

¿Cómo llegaron hasta dónde están hoy los individuos ricos y poderosos que mueven el mundo? ¿Son más inteligentes? ¿Más rápidos? ¿Más apuestos? Claro que no. Algunos hasta son bajos y feos. ¿Qué es entonces lo que los distingue? La respuesta es sencilla: s

“A masterful curmudgeon who causes laugh-out-loud moments.”—USA Today “Bing delivers his works smoothly, projecting tones of deadpan sarcasm and animated mockery befitting the often irreverent content.” —Publishers Weekly From celebrated business writer and Fortune columnist Stanley Bing, the bestselling author of *What Would Machiavelli Do?*, *Throwing The Elephant*, *Sun Tzu is a Sissy*, and more, comes a collection of playful fables poking fun at corporate archetypes while imparting useful and humorous lessons for anyone striving to make it big in big business. Illustrated

throughout by New Yorker artist Steve Brodner, Bingsop's Fables is the perfect addition to any executive bookshelf in need of a little humor—and a lot of excellent advice.

From praise for the 1965 edition: Allan Gilbert is unquestionably the most accurate and reliable translator of Machiavelli into English; the publication of this edition is an altogether happy occasion. Students of the history of political thought owe a particular debt of gratitude to Allan Gilbert.”—Dante Germino, *The Journal of Politics* “A most remarkable

achievement.”—Felix Gilbert, *Renaissance Quarterly*  
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Sit down. Breathe deep. This is the last business book you will ever need. For in these pages, Stanley Bing solves the ultimate problem of your working life: How to manage the boss. The technique is simple . . . as simple as throwing an elephant. All it takes is the proper state of mind, a step-by-step plan, and a great leap of faith. This humble guide provides all these and more. It is Zen that enables one to take an object of enormous weight and size and mold it in one's grasp like a ball of Silly Putty. For senior management, in truth, is the silliest putty of them all. This comprehensive course walks budding business bodhisattvas through basic skills needed to provide the simple elephant handling that makes everyday life possible, including but not limited to the primary task of following along after the elephant with a little broom and dustpan. Serious students will then move to intermediate steps, from Polishing the Elephant's Tusks to Hiding from the Elephant When It Has Been Drinking and Feels Quite Nasty. Beyond this level lies the land of the practiced Zen masters, culminating in the ability to leverage and then throw the now-weightless elephant--and even play catch with it at corporate retreats. If *What Would Machiavelli Would Do?* was the meanest business book since the Renaissance, *Throwing the Elephant* provides the yang to that yin. Because sometimes you've got to be selfless, compassionate, and completely empty to get the job done. Stanley Bing is a columnist for *Fortune* magazine and the author of *What Would Machiavelli Do?* and *Lloyd: What Happened*, a novel. By day, he works for a gigantic multinational conglomerate whose identity is one of the worst-kept secrets in business.

From the sharp decline in CD sales to the fragmentation of network TV audiences, the business models of the entertainment and advertising industries are showing severe cracks. Advertising Age editor Scott Donaton-- who coined the term Madison & Vine™--lays out a case for why these industries will need to converge to survive, overcoming hurdles and creating business models based on content-commerce partnerships. Madison & Vine reveals how new technology is disrupting traditional business models, giving the consumer more control over the product. Donaton explains how these industries will need to overcome distrust, divergent agendas, and creative conflicts to form mutually beneficial alliances--or face the threat of extinction. Examines the factors that threaten business models of the advertising

industry and nearly every entertainment industry sector Relates the glamorous inside stories of prominent Madison & Vine alliances "A superb analysis of the intersection of Madison and Vine. This convergence is the future financial model of the entertainment and advertising industries."--Mark Burnett, Creator/Executive Producer of "The Apprentice" and "Survivor" "Scott Donaton [has] written the definitive book about the mutual benefit that happens when filmmakers and marketers collaborate." --Harvey Weinstein, President, Miramax Films Corp. "Scott Donaton does more than lay out a road map of the future. A word to those who want some action in this crazily converging techno-centric world: read this book or be left behind."--Stanley Bing, bestselling author of What Would Machiavelli Do and Fortune magazine columnist "Unique and insightful, Scott provides an insider's look into the evolving business models of entertainment and advertising."--Donny Deutsch, Chairman and CEO, Deutsch Inc. "Scott Donaton knows the most important thing there is to know about the media business and that's what's happening to the advertising business. In this sharp, witting, and prescient book, he imagines the future of our business. It's a new game."--Michael Wolff, author of Autumn of the Moguls and Vanity Fair columnist "If you work in the media businesses, this book might help you figure out what you ought to do with the rest of your life before it's too late."--Kurt Andersen, bestselling author, editor, and host of NPR's "Studio 360"

We live in a vicious, highly competitive workplace environment, and things aren't getting any better. Jobs are few and far between, and people aren't any nicer now than they were when Ghengis Khan ran around in big furs killing people in unfriendly acquisitions. For thousands of years, people have been reading the writings of the deeply wise, but also extremely dead Chinese philosopher Sun Tzu, who was perhaps the first to look on the waging of war as a strategic art that could be taught to people who wished to be warlords and other kinds of senior managers. In a nutshell, Sun Tzu taught that readiness is all, that knowledge of oneself and the enemy was the foundation of strength and that those who fight best are those who are prepared and wise enough not to fight at all. Unfortunately, in the current day, this approach is pretty much horse hockey, a fact that has not been recognized by the bloated, tree-hugging Sun Tzu industry, which churns out mushy-gushy pseudo-philosophy for business school types who want to make war and keep their hands clean. Sun Tzu was a Sissy will transcend all those efforts and teach the reader how to make war, win and enjoy the plunder in the real world, where those who do not kick, gouge and grab are left behind at the table to pay the tab. Students of Bing will be taught how to plan and execute battles that hurt other people a lot, and advance their flags and those of their friends, if possible. All military strategies will be explored, from mustering, equipping, organizing, plotting, scheming, rampaging, squashing and reaping spoils. Every other book on the Art of War bows low to Sun Tzu. We're going to tell him to get lost and inform our readers how real war is currently conducted on the battlefield of life. From the mind of the ultimate corporate gunslinger comes this no-nonsense, real-world Curriculum, designed to augment—if not

replace—the more traditional path to achieving mastery of the business universe. Conquer this sharp, practical and often amusing course of study and save \$250,000 of wasted business school tuition. Unlike those august, Ivy-encrusted factories that churn out masterful business administrators, The Curriculum will teach you the art of business, employing a smart, tactical battle plan that will prove infinitely more awesome as you make your way in the world. We begin, in the Core Curriculum, with the acquisition and maintenance of Power. Included are such essentials as Not Appearing Stupid (an early career requirement), Fabricating A Sustainable Business Personality, and the arts of Management and Selling. The Advanced Curriculum hones the skills that are required to seize Success by the throat and shake it until valuable prizes fall out of its pockets, including fundamentals on Strategic Thinking, Self-Branding, mastering Electronic Communications, and dealing with Crazy People. Tutorials and Electives, which students may pursue as their interest or discretion advises, include lessons on Giving an Effective Presentation, Business Drinking, and the Care and Feeding of Ultra-Senior Officers. Lavishly enhanced with numerous charts, graphs, and other illuminating business illustrations, and backed up by years of study from Mr. Bing's proprietary research organization (The National Association of Serious Studies), The Curriculum will occupy a place of pride on any bookshelf dedicated to the study of business, how it works, and how it can be used against those who don't know how it works.

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Legal and Ethical Issues for Health Professionals, Third Edition provides the reader with a clear understanding of the law and ethics as it relates to health care dilemmas. The practical application of ethics in the health care setting is accomplished by interspersing the thoughts of great minds through Quotes and the real world of Newspaper Articles, patient experiences through People Stories, provider and organizational experiences through Reality Checks, and Legal Case Studies. This dynamic texts concludes with a Closet Drama that ties all the elements of the text together in one case. Each new print textbook includes an online access code for a Companion Website with helpful student resources. Access to the Companion Website may be purchased separately. <http://www.jblearning.com/cart/Default.aspx?bc=7135-8&ref=jblearningStudent> Companion Website Includes: \*Crossword Puzzles\*Flashcards \*Interactive Glossary\*Matching Exercises\*Review Questions\*Web LinksInstructor Resources\*Instructor's Manual, including a Sample Syllabus\*PowerPoint Presentations\*Formatted Test BankNew to the Third Edition Content and Data Updated and Revised Throughout Numerous New: Quotes, Newspaper Articles, People Stories, Reality Checks, and Legal Case Studies Chapter 1 - New: Expanded discussion of Ethics, Virtues and Values Chapter 7 - New Topics: Patient Protection and Affordable Care Act Democracy for the Wealthy: Fairness and Justice Illusive Ethics in Public Service CMS Non-Payment For Performance of Wrong Procedures Chapter 8 - New Topic: Accreditation of Hospitals and Conflicts of Interest Chapter 9 - New Additions: New Section: Social Workers New Abstract: Incidence and Recognition of Malnutrition in Hospital Chapter 15 - New Chapter: Summary Case--Star Chamber New Appendix: Website References

A no-holds-barred portrait of the Bush administration architect evaluates his role in influencing a wide range of issues, from the war in Iraq and Social Security to the environment and energy, in a profile that also documents the controversial judicial matters

that contributed to his downfall.

In *Speaking Spirits*, Sherry Roush presents the first systematic study of early modern Italian idolopoeia.

One of the greatest political advisers of all time, Niccolò Machiavelli thought long and hard about how citizens could identify great leaders—ones capable of defending and enhancing the liberty, honor, and prosperity of their countries. Drawing on the full range of the Florentine's writings, acclaimed Machiavelli biographer Maurizio Viroli gathers and interprets Machiavelli's timeless wisdom about choosing leaders. The brief and engaging result is a new kind of Prince—one addressed to citizens rather than rulers and designed to make you a better voter. Demolishing popular misconceptions that Machiavelli is a cynical realist, the book shows that he believes republics can't survive, let alone thrive, without leaders who are virtuous as well as effective. Among much other valuable advice, Machiavelli says that voters should pick leaders who put the common good above narrower interests and who make fighting corruption a priority, and he explains why the best way to recognize true leaders is to carefully examine their past actions and words. On display throughout are the special insights that Machiavelli gained from long, direct knowledge of real political life, the study of history, and reflection on the political thinkers of antiquity. Recognizing the difference between great and mediocre political leaders is difficult but not at all impossible—with Machiavelli's help. So do your country a favor. Read this book, then vote like Machiavelli would.

In response to the escalating need for up-to-date information on writers, Contemporary Authors® New Revision Series brings researchers the most recent data on the world's most-popular authors. These exciting and unique author profiles are essential to your holdings because sketches are entirely revised and up-to-date, and completely replace the original Contemporary Authors® entries. For your convenience, a soft-cover cumulative index is sent biannually.

Robert Harbert, the Executive Vice President in charge of Total Quality, a position of great power and prestige at a large corporation, finds his personal life and professional career unraveling when his rise to the top begins to stall, his position becomes vulnerable, and his long-time assistant, CarolAnne, launches a charge of sexual harassment against him. Reprint.

Robert Harbert, an executive vice president at a large corporation, finds his life and career unraveling when his rise to the top begins to stall, his position becomes vulnerable, and his assistant charges him with sexual harassment.

Since the latter part of the century just past, Stanley Bing has been exploring the relationship between authority and madness. In one bestselling book after another, reporting from his hot-seat as an insider in a world-renowned multinational corporation, he has tried to understand the inner workings of those who lead us and to inquire why they seem to be powered, much of the time, by demons that make them obnoxious and dangerous, even to themselves. In *What Would Machiavelli Do?*, Bing looked at the issue of why mean people do better than nice people, and found that in their particular form of insanity lay incredible power. In *Throwing the Elephant: Zen and the Art of Managing Up*, he offered a spiritual path toward managing the unruly executive beast. And in *Sun Tzu Was a Sissy*, he taught us how to become one of them, and wage war on the playing field that ends in a dream home in Cabo. Now he returns to his roots to offer the last word on the entity that shapes our lives and stomps through—and on—our dreams: The

Crazy Boss. Students of Bing—and there are many, secreted inside tortured organizations, yearning for blunt instruments with which to fight—will note that he has walked this ground before, looking for answers. In 1992, he published the first edition of *Crazy Bosses*, which was fine, as far as it went. Now, some 15 years and several dozen insane bosses later, he has updated and rethought much of the work. Back in the last century, Bing was a small, trembling creature, looking up at those who made his life miserable and analyzing the mental illness that gave them their power. Today, while still trembling much of the time, he is in fact one of those people his prior work has warned us against. His own hard-won wisdom and now institutionalized dementia make this new edition completely fresh and indispensable to anyone who works for somebody else or lives with somebody else, or would like to. In short, Bing is back on his home turf in this funny, true, and essential book, peering with his keen and frosty eye at the crazy boss in all his guises: the Bully, the Paranoid, the Narcissist, the Wimp, and the self-destructive Disaster Hunter. If you loved the original, classic *Crazy Bosses*, you'll be thrilled to plunge back into the new, refurbished pool. If you are new to the book, strap yourself in: it's going to be a crazy ride.

After a research survey, the expert authors examined the common causes of workplace conflict in libraries. The authors have developed 17 scenarios of conflict, along with realistic ways to manage them.

modern design with a great modern theme it's perfect for taking your notes, travel plans, ideas and more. Get yours today! notebook features : 120 White Paper LINED pages where you can color, draw or write down everything that will come to your mind! modern AND BEAUTIFUL glossy cover 6 x 9 in easy to carry on your bag this journal can be used as a gift for everyone at any age! and for any occasion like birthday, Christmas, anniversary. and be sure that it will bring a smile to the face of your loved ones! PS: Click to our author's page and check our other funny notebooks and journals to find one which will suit you. We have a lot of notebooks in different styles and topics and you will surely find the perfect one which can be a unique gift for you and for your partner, friends or relatives. Choose one of our different and exciting graphic projects and surprise everyone around you!

"The story of an artificial human being named Gene who discovers he's been created to provide a fresh new body for the consciousness of an aging business titan. Determined to maintain his autonomy, Gene rebels"--

More than a decade ago, Allan Bloom's *The Closing of the American Mind* raised the philosophical stakes of the debate concerning the proper role of the study of the great books in higher education. Bloom's argument for the Western tradition employed both the rhetoric of knowledge for its own sake, and that of the broadly political uses of education. But the question of the precise relationship between the intellectual and the moral-political ends of liberal education was not Bloom's theme; though he clearly opposed the political radicalization of the curriculum espoused by many who styled themselves post modernists, he may not have adequately addressed their contention that all education is deeply political. The essays in *America, the West and Liberal Education* attempt to advance our understanding of the proper purposes of liberal education in America by exploring the relationship between the free pursuit of truth and the practical ends embedded in a particular tradition or political community.

Offering a challenge to traditional political theory, this work provides the interpretations of Machiavelli's oeuvre and of Nietzsche's

relationship to politics.

This collection of essays sheds light on the writings of leading figures in the history of political philosophy by exploring a nexus of questions concerning mastery and slavery in the human soul. To this end, *Masters and Slaves* elucidates archetypal human alternatives in their import for political life: the philosopher and king; the lover of wisdom and the lover of glory; the king and the tyrant; and finally, the master and the slave. Palmer re-examines these ideas as a framework for achieving a deeper understanding of the work of famous thinkers--from the ancient to modern times--including Thucydides, Plato, Aristotle, Machiavelli, Hobbes, and Rousseau. As well, the book addresses distinctions between the 'ancients' and the 'moderns,' and touches on the work of contemporary theorists such as Leo Strauss, George Parkin Grant, and Allan Bloom.

Machiavelli is popularly known as a teacher of tyrants, a key proponent of the unscrupulous "Machiavellian" politics laid down in his landmark political treatise *The Prince*. Others cite the *Discourses on Livy* to argue that Machiavelli is actually a passionate advocate of republican politics who saw the need for occasional harsh measures to maintain political order. Which best characterizes the teachings of the prolific Italian philosopher? With *Machiavelli's Politics*, Catherine H. Zuckert turns this question on its head with a major reinterpretation of Machiavelli's prose works that reveals a surprisingly cohesive view of politics. Starting with Machiavelli's two major political works, Zuckert persuasively shows that the moral revolution Machiavelli sets out in *The Prince* lays the foundation for the new form of democratic republic he proposes in the *Discourses*. Distrusting ambitious politicians to serve the public interest of their own accord, Machiavelli sought to persuade them in *The Prince* that the best way to achieve their own ambitions was to secure the desires and ambitions of their subjects and fellow citizens. In the *Discourses*, he then describes the types of laws and institutions that would balance the conflict between the two in a way that would secure the liberty of most, if not all. In the second half of her book, Zuckert places selected later works—*La Mandragola*, *The Art of War*, *The Life of Castruccio Castracani*, *Clizia*, and *Florentine Histories*—under scrutiny, showing how Machiavelli further developed certain aspects of his thought in these works. In *The Art of War*, for example, he explains more concretely how and to what extent the principles of organization he advanced in *The Prince* and the *Discourses* ought to be applied in modern circumstances. Because human beings act primarily on passions, Machiavelli attempts to show readers what those passions are and how they can be guided to have productive rather than destructive results. A stunning and ambitious analysis, *Machiavelli's Politics* brilliantly shows how many conflicting perspectives do inform Machiavelli's teachings, but that one needs to consider all of his works in order to understand how they cohere into a unified political view. This is a magisterial work that cannot be ignored if a comprehensive understanding of the philosopher is to be obtained.

*Machiavelli's Ethics* challenges the most entrenched understandings of Machiavelli, arguing that he was a moral and political philosopher who consistently favored the rule of law over that of men, that he had a coherent theory of justice, and that he did not defend the "Machiavellian" maxim that the ends justify the means. By carefully reconstructing the principled foundations of his political theory, Erica Benner gives the most complete account yet of Machiavelli's thought. She argues that his difficult and

puzzling style of writing owes far more to ancient Greek sources than is usually recognized, as does his chief aim: to teach readers not how to produce deceptive political appearances and rhetoric, but how to see through them. Drawing on a close reading of Greek authors--including Thucydides, Xenophon, Plato, and Plutarch--Benner identifies a powerful and neglected key to understanding Machiavelli. This important new interpretation is based on the most comprehensive study of Machiavelli's writings to date, including a detailed examination of all of his major works: *The Prince*, *The Discourses*, *The Art of War*, and *Florentine Histories*. It helps explain why readers such as Bacon and Rousseau could see Machiavelli as a fellow moral philosopher, and how they could view *The Prince* as an ethical and republican text. By identifying a rigorous structure of principles behind Machiavelli's historical examples, the book should also open up fresh debates about his relationship to later philosophers, including Rousseau, Hobbes, and Kant.

This Curious Notebook is a beautifully produced, matte notebook, complete with 110 pages of lined white paper which is perfect for journaling, planning, to-do lists, writing down ideas, thoughts, stories, notes and more! Specifications: Cover Finish: Matte Dimensions: 6" x 9" (15.24 x 22.86 cm) Interior: White Paper, Lined Pages: 110

Machiavelli's highly influential treatise on political power *The Prince* shocked Europe on publication with its advocacy of ruthless tactics for gaining absolute power and its abandonment of conventional morality. Niccoló Machiavelli drew on his own experience of office under the turbulent Florentine republic, rejecting traditional values of political theory and recognizing the complicated, transient nature of political life. Concerned not with lofty ideal but with a regime that would last, *The Prince* has become the bible of realpolitik, and it still retains its power to alarm and to instruct. In this edition, Machiavelli's tough-minded and pragmatic Italian is preserved in George Bull's clear, unambiguous translation. For more than seventy years, Penguin has been the leading publisher of classic literature in the English-speaking world. With more than 1,700 titles, Penguin Classics represents a global bookshelf of the best works throughout history and across genres and disciplines. Readers trust the series to provide authoritative texts enhanced by introductions and notes by distinguished scholars and contemporary authors, as well as up-to-date translations by award-winning translators.

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