

power broker

power broker is a term that holds significant weight in political, business, and social circles. This article explores the full spectrum of what it means to be a power broker, the historical evolution of the role, its importance in shaping decisions, and its impact on society. Readers will discover key characteristics, famous examples, ethical considerations, and the differences between power brokers in politics, business, and entertainment. By delving into the strategies, influence, and potential controversies surrounding power brokers, this comprehensive guide provides a thorough understanding for anyone interested in the dynamics of power, negotiation, and decision-making in influential environments.

- Definition and Meaning of Power Broker
- Historical Background and Evolution
- Key Characteristics of a Power Broker
- The Role of Power Brokers in Politics
- Power Brokers in Business and Finance
- Influence of Power Brokers in Entertainment and Media
- Famous Power Brokers Throughout History
- Ethical Considerations and Controversies
- How to Identify a Power Broker

Definition and Meaning of Power Broker

The term "power broker" generally refers to an individual or organization that has the ability to influence decisions, outcomes, or the allocation of resources without directly holding formal authority. Power brokers operate behind the scenes, leveraging their networks, expertise, and negotiation skills to shape outcomes in politics, business, or other arenas. Their influence is often subtle but significant, as they connect key players, facilitate deals, and steer conversations to align with their goals or the interests they represent. Understanding the concept of a power broker provides insight into how real power is exercised beyond official titles.

Historical Background and Evolution

The concept of the power broker dates back centuries, with roots in ancient political systems where advisors, lobbyists, and intermediaries played critical roles in guiding rulers and decision-makers. Over time, the function of a power broker evolved alongside the rise of complex bureaucracies, corporate structures, and modern governance. In the 20th century, the term

gained widespread popularity, particularly with the publication of influential books and the increased visibility of individuals who wielded disproportionate influence. Today, power brokers can be found in nearly every sector, adapting their methods to new technologies and communication channels.

Key Characteristics of a Power Broker

Power brokers share a unique set of qualities that enable them to influence outcomes effectively. Their skill set and personality traits differentiate them from ordinary networkers or leaders.

- **Extensive Networks:** They maintain deep connections across multiple sectors.
- **Negotiation Skills:** They are adept at finding common ground and brokering agreements.
- **Discretion:** Power brokers often operate quietly, avoiding the spotlight.
- **Strategic Thinking:** They understand the bigger picture and anticipate moves ahead of time.
- **Credibility:** Their reputation for reliability and effectiveness attracts collaborators.
- **Resource Control:** Access to information, capital, or opportunities enhances their leverage.

The Role of Power Brokers in Politics

In the political sphere, power brokers are instrumental in shaping policy, building coalitions, and influencing election outcomes. They may act as lobbyists, campaign managers, senior advisors, or influential party members. Political power brokers utilize their connections to align interests, negotiate compromises, and ensure the support of key stakeholders. Their involvement can determine the success or failure of legislation, appointments, or even entire political movements. While their work is often behind the scenes, their impact is visible in the direction of governmental decisions and the formation of alliances.

Types of Political Power Brokers

Political power brokers come in various forms, each with a specific function. Understanding the different types helps clarify the diverse ways influence is exerted in the political arena.

- **Party Leaders:** Control party machinery and candidate selection.
- **Lobbyists:** Represent interest groups and advocate for policy changes.

- **Advisors:** Guide elected officials with strategic counsel.
- **Donors:** Fund campaigns and gain access to policymakers.

Power Brokers in Business and Finance

In business and finance, a power broker is someone who orchestrates major deals, mergers, or investments by connecting influential players and negotiating favorable terms. Corporate power brokers might be high-level executives, investment bankers, or consultants with access to capital, market intelligence, and key industry contacts. Their ability to create value through partnerships, resource allocation, and strategic direction cements their status as indispensable intermediaries. The presence of power brokers often accelerates innovation, market expansion, and organizational growth.

Impact on Corporate Strategy

Power brokers in the corporate world play a crucial role in shaping company strategies. Their influence extends to boardroom decisions, talent acquisition, and market entry plans. By leveraging their networks, they can open doors to new opportunities, secure funding, or resolve conflicts that might otherwise hinder progress.

Influence of Power Brokers in Entertainment and Media

The entertainment and media industries are fertile ground for power brokers, who control access to projects, talent, and distribution channels. Producers, agents, and executives often act as intermediaries, deciding which creative projects get greenlit and which artists gain visibility. Their decisions can launch careers, shape public tastes, and determine the commercial success of films, music, or media content. Power brokers in these industries must balance artistic vision with market demands, making their role both complex and highly influential.

Examples of Entertainment Power Brokers

Power brokers in entertainment are not always household names, but their behind-the-scenes work defines industry trends and opportunities.

- **Talent Agents:** Secure top roles and negotiate contracts for artists.
- **Studio Executives:** Approve funding and oversee production decisions.
- **Media Moguls:** Control media conglomerates and influence content distribution.

Famous Power Brokers Throughout History

Several individuals have become synonymous with the term "power broker" due to their extraordinary influence in their respective fields. Their ability to shape events and outcomes has left a lasting legacy.

- **Robert Moses:** The subject of the acclaimed book "The Power Broker," Moses reshaped New York City through public works and urban planning.
- **Kingmaker Politicians:** Figures like Boss Tweed and Karl Rove wielded power through political alliances and campaign strategy.
- **Business Magnates:** Individuals such as J.P. Morgan and Warren Buffett have brokered deals that transformed industries.
- **Entertainment Influencers:** Executives like Lew Wasserman redefined Hollywood's power structure.

Ethical Considerations and Controversies

The role of a power broker often raises ethical questions, particularly concerning transparency, accountability, and fairness. Critics argue that power brokers can perpetuate inequality, manipulate outcomes for personal gain, or bypass democratic processes. Ethical power brokering requires balancing influence with responsibility and ensuring that actions serve the broader good rather than narrow interests. Public scrutiny and regulatory oversight are essential to maintaining ethical standards and preventing abuses of power.

Common Controversies Involving Power Brokers

Power brokers have faced various scandals and criticisms throughout history. Some recurring controversies include:

- **Conflict of Interest:** Using influence for personal or organizational gain.
- **Lack of Transparency:** Operating in secrecy to avoid accountability.
- **Favoritism:** Distributing opportunities based on relationships rather than merit.
- **Political Manipulation:** Undermining democratic processes for strategic advantage.

How to Identify a Power Broker

Identifying a power broker in any sector requires attention to their behavior, connections, and influence. While they may not always hold formal titles, their presence is felt through their ability to shape decisions and outcomes. Signs of a power broker include frequent involvement in major negotiations, a reputation for making things happen, and a broad network of influential contacts. Observing who is consulted before major decisions or who brings key players together provides clues to their hidden power.

Traits to Look For

- Trusted by decision-makers at multiple levels
- Regularly mediates disputes and builds consensus
- Has access to exclusive information or resources
- Maintains visibility across different organizations or sectors

Q&A: Trending Questions About Power Broker

Q: What is a power broker in politics?

A: A power broker in politics is an individual who influences political decisions, negotiates alliances, and shapes policy outcomes without necessarily holding an official position of authority. They often act as advisors, lobbyists, or party leaders.

Q: How do power brokers gain influence?

A: Power brokers gain influence through extensive networks, strategic negotiation skills, access to resources, and a reputation for discretion and effectiveness. Their ability to connect key players and broker deals makes them indispensable in their fields.

Q: Can a business executive be considered a power broker?

A: Yes, business executives who orchestrate major deals, partnerships, or mergers and have the ability to influence industry trends or corporate strategies are often regarded as power brokers in the business world.

Q: Are there ethical concerns associated with power

brokers?

A: Ethical concerns include potential conflicts of interest, lack of transparency, favoritism, and the risk of manipulating outcomes for personal or organizational gain. Oversight and accountability are vital to address these issues.

Q: Who was Robert Moses and why is he called "The Power Broker"?

A: Robert Moses was a New York public official whose influence over urban planning and infrastructure shaped the city for decades. He is called "The Power Broker" due to his unparalleled ability to control public works and political outcomes.

Q: How can someone become a power broker?

A: Becoming a power broker involves building a vast network, developing negotiation skills, cultivating a trustworthy reputation, and gaining access to key resources or information within a particular sector.

Q: What are the signs that someone is a power broker?

A: Signs include frequent involvement in major decisions, the ability to bring together influential parties, and being consulted by leaders before important moves are made.

Q: How do power brokers impact the entertainment industry?

A: Power brokers in entertainment control access to projects, talent, and distribution channels, heavily influencing which films, music, or media content succeed in the marketplace.

Q: What is the difference between a power broker and a traditional leader?

A: Unlike traditional leaders who hold formal authority, power brokers operate behind the scenes, using influence and networks to shape outcomes without direct command or visible leadership roles.

Q: Are power brokers always public figures?

A: No, many power brokers prefer to remain behind the scenes, leveraging their influence discreetly and avoiding the public spotlight.

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Power Broker: Understanding Influence and Mastering the Art of Persuasion

Are you ready to unlock the secrets of influence and learn how to become a true power broker? This comprehensive guide dives deep into the world of persuasion, exploring the strategies, tactics, and mindset required to navigate complex relationships and achieve your goals. We'll move beyond simple negotiation and delve into the nuanced art of building genuine connections, understanding leverage, and leveraging your influence effectively. This isn't about manipulation; it's about building lasting relationships and achieving mutually beneficial outcomes.

What Defines a Power Broker?

A power broker isn't just someone with authority; it's someone who wields influence strategically. They possess the ability to connect disparate groups, negotiate favorable terms, and facilitate agreements that benefit all parties involved – often without holding a formal position of power. This involves a potent combination of skills:

1. Deep Understanding of Human Nature:

Power brokers are astute observers of human behavior. They understand motivations, identify biases, and tailor their communication to resonate with individual personalities. This empathetic approach fosters trust and facilitates collaboration.

2. Exceptional Networking Abilities:

Building and maintaining a vast network of contacts is paramount. A strong network provides access to information, resources, and influential individuals who can assist in achieving objectives. It's not just about the number of contacts, but the quality of the relationships cultivated.

3. Masterful Communication Skills:

Effective communication is the cornerstone of influence. Power brokers are skilled at active listening, articulating their vision clearly, and adapting their communication style to different audiences. They can navigate difficult conversations with grace and diplomacy.

4. Strategic Negotiation Expertise:

Negotiation isn't about winning at all costs; it's about finding mutually beneficial solutions. Power brokers are adept at identifying common ground, understanding leverage points, and crafting agreements that satisfy all involved parties. They prioritize long-term relationships over short-term gains.

5. Unwavering Integrity and Ethical Conduct:

Trust is the foundation upon which influence is built. Power brokers maintain their integrity, even when faced with difficult choices. Their reputation for honesty and ethical behavior is paramount to their success.

Strategies for Becoming a Power Broker

Cultivating the skills of a power broker is a journey, not a destination. Here are some practical strategies to enhance your influence:

1. Expand Your Network Strategically:

Actively seek opportunities to connect with people from diverse backgrounds and industries. Attend industry events, join relevant organizations, and leverage online platforms to expand your reach. Focus on building genuine relationships, not just collecting contacts.

2. Become a Value Provider:

Offer genuine value to your network. Share your expertise, provide assistance when needed, and consistently deliver on your promises. This builds trust and reinforces your reputation as a valuable asset.

3. Master the Art of Persuasion:

Learn the principles of persuasive communication. This includes understanding your audience, framing your message effectively, and using storytelling to connect on an emotional level. Focus on collaboration rather than coercion.

4. Develop Strong Emotional Intelligence:

Understand and manage your own emotions, and develop empathy for others. Emotional intelligence is crucial for navigating complex interpersonal dynamics and building rapport.

5. Embrace Continuous Learning:

The landscape of influence is constantly evolving. Stay informed about industry trends, develop new skills, and continuously refine your approach to persuasion and negotiation.

The Ethical Considerations of Power Brokering

While wielding influence is a powerful skill, it's crucial to operate ethically. Using your power to manipulate or exploit others is not only morally reprehensible but also ultimately self-defeating. Building trust and fostering genuine relationships are far more sustainable strategies for long-term success.

Conclusion

Becoming a true power broker requires dedication, continuous learning, and a commitment to ethical conduct. By mastering the art of persuasion, building strong relationships, and consistently delivering value, you can cultivate significant influence and achieve your objectives while maintaining integrity. Remember, lasting power comes not from coercion, but from genuine connection and mutual benefit.

FAQs:

1. Can anyone become a power broker? While some individuals may possess natural inclinations towards influence, anyone can develop the skills and strategies necessary to become a more effective power broker through conscious effort and learning.
2. Is networking the only key to becoming a power broker? Networking is crucial, but it's only one piece of the puzzle. Strong communication, negotiation skills, and ethical conduct are equally important.
3. How do I handle disagreements with powerful individuals? Approach disagreements with diplomacy and respect. Focus on finding common ground and mutually beneficial solutions. Maintain your integrity even when faced with pressure.
4. What are the potential downsides of being a power broker? The potential downsides include increased scrutiny, potential for conflict, and the need for constant self-reflection to ensure ethical conduct.
5. How can I measure my success as a power broker? Success is measured not solely by achieving your own goals, but by the positive impact you have on others and the lasting relationships you build.

power broker: *The Power Broker* Robert A. Caro, 2015-07-02 *The Power Broker* by Robert A. Caro is a riveting and timeless account of power, politics and the city of New York by the greatest political biographer of our times (tm) (Sunday Times) chosen by Time magazine as one

of the 100 Best Non-Fiction Books of All Time and by the Modern Library as one of the 100 Greatest Books of the Twentieth Century. Now also a Sunday Times Bestseller. The Power Broker tells the story of Robert Moses, the single most powerful man in New York for almost half a century and the greatest builder America (and probably the world) has ever known. Without ever once being elected to office, he created for himself a position of supreme and untouchable authority, allowing him to utterly reshape the city of New York, turning it into the city we know today, while at the same time blighting the lives of millions and remaining accountable to no one. First published in 1974, this monumental classic is now widely acknowledged to be one of the greatest books of its kind.

power broker: The Powerbroker Michael Gawenda, 2020 From the ashes of the darkest event in human history, Australian Jews built a thriving community, one with proportionally more Holocaust survivors than anywhere else in the world bar Israel. Mark Leibler grew up in this community, and in time became a leader of it. This book shows how Leibler rose to a position of immense influence in Australian public life by skilfully entwining his roles as a Zionist leader and a tax lawyer to some of the country's richest people. The book vividly paints a cast of Australian characters--among them Paul Keating, John Howard, Julia Gillard, and Noel Pearson--who came to know Leibler and to call him a friend, along with people like Kevin Rudd and Bob Carr, who see Leibler as no friend at all. Finally, the book charts a surprise turn in Leibler's life, when a social and political conservative became a committed advocate for radical reform on behalf of Australia's Indigenous people. This many-layered book is a portrait of Jewish life in Australia, of the interaction between private wealth and politics, and of a man whose energy, formidable work habits, and forcefulness that often tips into pugnacity have made him a highly effective player in Australian affairs. 'He taught me about power--how to get it and how to use it, ' says Noel Pearson. Through one man's story, this book shows how power works in Australia.

power broker: The Power Brokers Jeremiah D. Lambert, 2015-08-28 How the interplay between government regulation and the private sector has shaped the electric industry, from its nineteenth-century origins to twenty-first-century market restructuring. For more than a century, the interplay between private, investor-owned electric utilities and government regulators has shaped the electric power industry in the United States. Provision of an essential service to largely dependent consumers invited government oversight and ever more sophisticated market intervention. The industry has sought to manage, co-opt, and profit from government regulation. In The Power Brokers, Jeremiah Lambert maps this complex interaction from the late nineteenth century to the present day. Lambert's narrative focuses on seven important industry players: Samuel Insull, the principal industry architect and prime mover; David Lilienthal, chairman of the Tennessee Valley Authority (TVA), who waged a desperate battle for market share; Don Hodel, who presided over the Bonneville Power Administration (BPA) in its failed attempt to launch a multi-plant nuclear power program; Paul Joskow, the MIT economics professor who foresaw a restructured and competitive electric power industry; Enron's Ken Lay, master of political influence and market-rigging; Amory Lovins, a pioneer proponent of sustainable power; and Jim Rogers, head of Duke Energy, a giant coal-fired utility threatened by decarbonization. Lambert tells how Insull built an empire in a regulatory vacuum, and how the government entered the electricity marketplace by making cheap hydropower available through the TVA. He describes the failed overreach of the BPA, the rise of competitive electricity markets, Enron's market manipulation, Lovins's radical vision of a decentralized industry powered by renewables, and Rogers's remarkable effort to influence cap-and-trade legislation. Lambert shows how the power industry has sought to use regulatory change to preserve or secure market dominance and how rogue players have gamed imperfectly restructured electricity markets. Integrating regulation and competition in this industry has proven a difficult experiment.

power broker: Working Robert A Caro, 2019-04-25 Robert A. Caro is one of the most acclaimed writers of his generation, whose landmark biographies are widely hailed as masterpieces. This is the captivating account of his life as a writer, describing the sometimes staggering lengths to which he has gone in order to produce his books and offering priceless insights into the craft of

non-fiction writing, be it the pursuit of truth, the writer's process, the art of interviewing or the creation of literature. Including several of Caro's most famous speeches and interviews as well as new material, this is the self-portrait of a man who knows the meaning and importance of great story-telling - and, like all his books, is an utterly riveting example of that too.

power broker: The Power Broker Joseph I. Lieberman, 1966

power broker: Nancy: The Story of Lady Astor Adrian Fort, 2012-10-11 In 1919, Nancy Astor became the first woman to take a seat in parliament. She was not what had been expected. Far from a virago who had suffered for the cause of female suffrage, she was already near the centre of the ruling society that had for so long resisted the political upheavals of the early twentieth century, having married into the family of one of the richest men in the world. She was not even British. She would prove to be a trailblazer and beacon for the generations of women who would follow her into Parliament. This new biography charts Nancy Astor's incredible story, from penury in the American South, to a lifestyle of the most immense riches, from the luxury of Edwardian England, through the 'Jazz Age', and on towards the Second World War: a world of great country estates, lavish town houses and the most sumptuous entertainments, peopled by the most famous and powerful names of the age. But hers was not only the life of power, glamour and easy charm: it was also defined by principles and bravery, by war and sacrifice, by love and bitter disputes. With glorious, page-turning brio, Adrian Fort has brought to life this restless, controversial American dynamo, an unforgettable woman who left a deep and lasting imprint on the political life of our nation.

power broker: The Power Broker Stephen Frey, 2006-07-25 Exposing high-level governmental corruption, conspiracy, and murder has garnered plenty of attention for Christian Gillette, the young dynamo chairman of the famous New York private equity firm Everest Capital. Now the reputation he has built taking Everest to the top has been noticed beyond the boardrooms of high finance-by powerful people with potentially devastating agendas. Christian's own attention is on Las Vegas, where he means to stake out a piece of the action by opening a new casino and launching an NFL franchise. But Sin City didn't get its nickname for nothing, and the mob soon makes it clear that Christian's company will have to pay if it wants to play in the nation's gaming capital. Christian has already taken on corporate pirates and cold-blooded assassins and lived to tell about it, but crossing the underworld could do more than just kill his brilliant career. It could crush his chance to fulfill his late father's political legacy. Dynamic U.S. senator Jesse Ford is the odds-on favorite to make history as the first black president. And the man he wants beside him in the red-hot race for the White House is Christian Gillette. But Samuel Hewitt, a Texas mogul with billions to burn, has another fate in mind for Christian: to be part of a shadow organization, powered by wealth and bound by dark secrets that has manipulated the course of American history for generations. As the pieces of Hewitt's plot fall into place, and a twisted chain of intrigue, treachery, blackmail, and death gets tighter and tighter, Christian realizes-maybe too late-that in a grudge match between kingmakers hell-bent on victory at all costs, he may be the last pawn sacrificed. With *The Power Broker*, bestselling author Stephen Frey unleashes an ever-accelerating thriller that breaks the suspense barrier-and never stops.

power broker: The Years of Lyndon Johnson Robert A. Caro, 2012 This era witnessed some of the most frustrating moments of Johnson's career, but also some of the most triumphant. His battle with the Kennedy brothers over the 1960 Democratic nomination for president was a bitter one, and the ensuing years of Johnson's vice-presidency were marked with humiliation. But, thrust into power following the assassination of J. F. Kennedy, Johnson grasped the presidential role with unprecedented skill.

power broker: The Chief Eunuch of the Ottoman Harem Jane Hathaway, 2018-08-30 A study of the chief of the African eunuchs who guarded the sultan's harem in Istanbul under the Ottoman Empire.

power broker: Resolve and Fortitude Joachim Kempin, 2012-10-30 This is the story of a German-born executive, JK, who immigrated to the United States to aid Bill Gates and Steve Ballmer, Microsofts top honchos to build a commanding software empire. He led Microsofts OEM

division that was responsible for sales to PC manufacturers, and drove the deals that made Microsoft Windows the worlds dominating operating system. Find out how much resolve, fortitude, and perseverance were needed to make that part of the PC revolution come true; what strategies were employed to win the Internet browser war; how IBM was beaten; what drove Apple to the brink of disaster; and how shady politicians and hapless competitors eventually goaded the Feds to ensnare Microsoft in a web of antitrust accusations. Peek behind the curtain and be the first-ever outsider to glimpse into Microsofts power nexus. Understand how Microsofts nearly mystical marketing shrewdness and tech prowess are intensely propelled by paranoia and fear of missing the next computing paradigm shift. The press labeled JK Bill Gates enforcer. No wonder he was called upon as a pivotal antitrust trial witness to defend what loathing competitors labeled Microsofts evil empire. Follow what experts believe was the most protracted, and fierce trial of the century. Relive the courtroom drama, and read the authors critical analysis of the judicial proceedings and their aftermaths. Losing that trial partially started Microsofts demise, and power struggles from within quickened it. Get to know the real forces that altered Microsofts resolve-and fortitude-dominated leadership style. Find out if Windows 8 could be an inflection point, conjuring enough magic to ring in a renaissance and attract the Facebook generation to a born-again modern Microsoft.

power broker: The Broker John Grisham, 2010-03-16 #1 NEW YORK TIMES BEST SELLER • In his final hours in the Oval Office, the outgoing President grants a controversial last-minute pardon to Joel Backman, a notorious Washington power broker who has spent the last six years hidden away in a federal prison. What no one knows is that the President issues the pardon only after receiving enormous pressure from the CIA. It seems Backman, in his power broker heyday, may have obtained secrets that compromise the world's most sophisticated satellite surveillance system. Backman is quietly smuggled out of the country in a military cargo plane, given a new name, a new identity, and a new home in Italy. Eventually, after he has settled into his new life, the CIA will leak his whereabouts to the Israelis, the Russians, the Chinese, and the Saudis. Then the CIA will do what it does best: sit back and watch. The question is not whether Backman will survive—there is no chance of that. The question the CIA needs answered is, who will kill him? Don't miss John Grisham's new book, **THE EXCHANGE: AFTER THE FIRM!**

power broker: Emmett J. Scott Maceo C. Dailey, Jr., 2021-11-10 The first biography of Emmett J. Scott, chief of staff, adviser, and ghostwriter to Booker T. Washington, and power player behind the Tuskegee Institute.

power broker: Ibrahim-i Gulshani and the Khalwati-Gulshani Order Side Emre, 2017-03-06 In *Power Brokers in Ottoman Egypt*, Side Emre documents the biography of Ibrahim-i Gulshani and the history of the Khalwati-Gulshani order of dervishes (c. 1440-1600). Set mainly in Mamluk-Egypt, and in the century following the region's conquest by the Ottomans, this book analyzes sociopolitical dialogues at the geographic peripheries of an empire through the actions of and official responses to the Gulshaniyya network. Emre argues that the members of this Sufi order exerted social and political leverage and contributed significantly to the political culture of the empire and Egypt. The Gulshanis are uncovered as unexpected figures among the roster of influential players, in contrast with empire-centered historiographies that depict Ottoman ruling and learned elites as the primary shapers and narrators of the fates of conquered provinces and peoples. The Gulshanis' political and cultural legacy is situated within an analysis of perceptions of Sufism in the early modern Ottoman world.

power broker: Lakota America Pekka Hamalainen, 2019-10-22 The first comprehensive history of the Lakota Indians and their profound role in shaping America's history Named One of the New York Times Critics' Top Books of 2019 - Named One of the 10 Best History Books of 2019 by Smithsonian Magazine - Winner of the MPIBA Reading the West Book Award for narrative nonfiction Turned many of the stories I thought I knew about our nation inside out.--Cornelia Channing, Paris Review, Favorite Books of 2019 My favorite non-fiction book of this year.--Tyler Cowen, Bloomberg Opinion A brilliant, bold, gripping history.--Simon Sebag Montefiore, London Evening Standard, Best Books of 2019 All nations deserve to have their stories told with this degree of attentiveness--Parul

Sehgal, New York Times This first complete account of the Lakota Indians traces their rich and often surprising history from the early sixteenth to the early twenty-first century. Pekka Hämäläinen explores the Lakotas' roots as marginal hunter-gatherers and reveals how they reinvented themselves twice: first as a river people who dominated the Missouri Valley, America's great commercial artery, and then--in what was America's first sweeping westward expansion--as a horse people who ruled supreme on the vast high plains. The Lakotas are imprinted in American historical memory. Red Cloud, Crazy Horse, and Sitting Bull are iconic figures in the American imagination, but in this groundbreaking book they emerge as something different: the architects of Lakota America, an expansive and enduring Indigenous regime that commanded human fates in the North American interior for generations. Hämäläinen's deeply researched and engagingly written history places the Lakotas at the center of American history, and the results are revelatory.

power broker: Gresham's Law John Guy, 2019-06-20 Thomas Gresham was arguably the first true wizard of global finance. He rose through the mercantile worlds of London and Antwerp to become the hidden power behind three out of the five Tudor monarchs. Today his name is remembered in economic doctrines, in the institutions he founded and in the City of London's position at the economic centre of the earth. Without Gresham, England truly might have become a vassal state. His manoeuvring released Elizabeth from a crushing burden of debt and allowed for vital military preparations during the wars of religion that set Europe ablaze. Yet his deepest loyalties have remained enigmatic, until now. Drawing on vast new research and several startling discoveries, the great Tudor historian John Guy recreates Gresham's life and singular personality with astonishing intimacy. He reveals a calculating survivor, flexible enough to do business with merchants and potentates no matter their religious or ideological convictions. Yet his personal relationships were disturbingly transactional. He was a figure of cold unsentimentality even to members of his own family. Elizabeth I found herself at odds with Gresham's ambitions. In their collisions and wary accommodations, we see our own conflicts between national sovereignty and global capital foreshadowed. A story of adventure and jeopardy, greed and cunning, loyalties divided, mistaken or betrayed, this is a biography fit for a merchant prince.

power broker: The Powerbroker Anna Hackett, 2021-11-05 She's undercover in a dangerous motorcycle club, and her unwanted protector is the city's most lethal man. Police Detective Brynn Sullivan is dedicated to her job and living up to the memory of her cop father. She's out to prove herself on her biggest case yet-stopping a dangerous drug from flooding the streets of San Francisco. She needs to go undercover with the city's wildest, most dangerous motorcycle club, and that means using any contact she can to get in there. Even the dark, powerful ex-military man who rules the city's streets from the shadows-Vander Norcross. After years fighting for his country as commander of a covert Ghost Ops team, Vander Norcross has built Norcross Security into a thriving business to keep his family and friends safe. He's a powerbroker in San Francisco, with his finger on the pulse of what's happening-both legal and not so legal. When his friend asks a favor putting a detective-a female one-undercover with the Iron Wanderers MC, Vander is not on board. It goes against every protective instinct he has, but Brynn proves to be tenacious, annoying, smart, and far too tempting. Brynn and Vander strike enough sparks to start an inferno, but when dangerous players up the stakes, they find themselves with a bounty on their heads. On the run, with only each other to depend on, Brynn discovers she has an even bigger battle on her hands-capturing the heart of a man who thinks he's too dangerous to ever fall in love. **Each book in this action-packed romance series can be read as a standalone.

power broker: Power Broker Akinjide Osuntokun, 1987

power broker: Coleman Young and Detroit Politics Wilbur C. Rich, 1999-02 Coleman Young was elected Detroit's first black mayor in 1973, and was the city's longest-serving chief executive. This volume combines biography with political analysis to outline the basic strategy underlying Young's approach to policy making, and trace the economic changes in the city.

power broker: The Great Mistake Jonathan Lee, 2021-06-17 The 'Father of Greater New York' is dead. Shot outside his Park Avenue mansion in the year of our Lord, 1903. In the hour of his

death, will the truth of his life finally break free? Born to a struggling farming family in 1820, Andrew Haswell Green was a self-made man who reshaped Manhattan, built Central Park and turned New York into a modern metropolis. Now, at eighty-three, when he thought the world could hold no more surprises, he is murdered. As the detective assigned to the case traces his ghost across the city, other spectres appear: a wealthy courtesan; a broken-hearted man in a bowler hat; and an ambitious politician, Samuel, whose lifelong friendship was a source of joy and frustration. In a life of industry and restraint, where is the space for love? As restlessly inventive and absorbing as its protagonist, *The Great Mistake* is the story of a city, and a singular man, transformed by longing.

power broker: Wrestling with Moses Anthony Flint, 2011-02-08 The rivalry of Jane Jacobs and Robert Moses, a struggle for the soul of a city, is one of the most dramatic and consequential in modern American history. To a young Jane Jacobs, Greenwich Village, with its winding cobblestone streets and diverse makeup, was everything a city neighborhood should be. But consummate power broker Robert Moses, the father of many of New York's most monumental development projects, thought neighborhoods like Greenwich Village were badly in need of "urban renewal." Standing up against government plans for the city, Jacobs marshaled popular support and political power against Moses, whether to block traffic through her beloved Washington Square Park or to prevent the construction of the Lower Manhattan Expressway, an elevated superhighway that would have destroyed centuries-old streetscapes and displaced thousands of families. By confronting Moses and his vision, Jacobs forever changed the way Americans understood the city. Her story reminds us of the power we have as individuals to confront and defy reckless authority.

power broker: King Richard Michael Dobbs, 2021-06-01 From an acclaimed British author, a sharply focused, riveting account — told from inside the White House — of the crucial days, hours, and moments when the Watergate conspiracy consumed, and ultimately toppled, a president. In January 1973, Richard Nixon was inaugurated after winning re-election in a historic landslide. But by April his presidency had fallen apart as the Watergate scandal metastasised into what White House counsel John Dean called 'a full-blown cancer'. *King Richard* is the intimate, utterly absorbing narrative of the tension-packed hundred days when the Watergate burglars and their handlers in the administration turned on one another, revealing their direct connection to the White House. Drawing on thousands of hours of newly released taped recordings, Michael Dobbs takes us into the very heart of the conspiracy, recreating these dramatic events in unprecedentedly vivid detail. He captures the growing paranoia of the principal players, and their desperate attempts to deflect blame, as the noose tightened around them and the daily pressures became increasingly unbearable. At the centre of this spellbinding drama is Nixon himself, a man whose strengths — particularly his determination to win at all costs — were also his fatal flaws. Structured like a classical tragedy with a uniquely American twist, this is an epic and deeply human story of ambition, power, and betrayal.

power broker: Edison Edmund Morris, 2019-10-22 NEW YORK TIMES BESTSELLER • From Pulitzer Prize-winning author Edmund Morris comes a revelatory new biography of Thomas Alva Edison, the most prolific genius in American history. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY Time • Publishers Weekly • Kirkus Reviews Although Thomas Alva Edison was the most famous American of his time, and remains an international name today, he is mostly remembered only for the gift of universal electric light. His invention of the first practical incandescent lamp 140 years ago so dazzled the world—already reeling from his invention of the phonograph and dozens of other revolutionary devices—that it cast a shadow over his later achievements. In all, this near-deaf genius ("I haven't heard a bird sing since I was twelve years old") patented 1,093 inventions, not including others, such as the X-ray fluoroscope, that he left unlicensed for the benefit of medicine. One of the achievements of this staggering new biography, the first major life of Edison in more than twenty years, is that it portrays the unknown Edison—the philosopher, the futurist, the chemist, the botanist, the wartime defense adviser, the founder of nearly 250 companies—as fully as it deconstructs the Edison of mythological memory. Edmund Morris, winner of the Pulitzer Prize and the National Book Award, brings to the task all the interpretive acuity and literary elegance that distinguished his previous biographies of Theodore Roosevelt, Ronald Reagan, and Ludwig van

Beethoven. A trained musician, Morris is especially well equipped to recount Edison's fifty-year obsession with recording technology and his pioneering advances in the synchronization of movies and sound. Morris sweeps aside conspiratorial theories positing an enmity between Edison and Nikola Tesla and presents proof of their mutually admiring, if wary, relationship. Enlightened by seven years of research among the five million pages of original documents preserved in Edison's huge laboratory at West Orange, New Jersey, and privileged access to family papers still held in trust, Morris is also able to bring his subject to life on the page—the adored yet autocratic and often neglectful husband of two wives and father of six children. If the great man who emerges from it is less a sentimental hero than an overwhelming force of nature, driven onward by compulsive creativity, then Edison is at last getting his biographical due.

power broker: Who Is Michael Ovitz? Michael Ovitz, 2018-09-25 If you're going to read one book about Hollywood, this is the one. As co-founder of Creative Artists Agency (CAA), Michael Ovitz earned a reputation for ruthless negotiation, brilliant strategy and fierce loyalty to his clients. He reinvented the role of the agent and helped shape the careers of hundreds of A-list stars and directors, including Steven Spielberg, Martin Scorsese, Meryl Streep, Sean Connery, Steven Seagal, Bill Murray, Robin Williams and David Letterman. But this personal history is much more than celebrity friendships and bare-knuckled deal-making. It's an underdog's story: How did a kid with no connections work his way into the William Morris mailroom, and become the most powerful person in Hollywood? How did a superagent also become a power in producing, advertising, mergers & acquisitions and modern art? And what were the personal consequences of all those deals? After decades of near-silence in the face of intense controversy, Michael Ovitz is finally telling his whole story in this blistering, unforgettable memoir.

power broker: The Years of Lyndon Johnson: Master of the Senate Robert A. Caro, 2002 The third volume in the author's monumental biography of Lyndon Johnson, following *The Path to Power* and *Means of Ascent*, describes the future president's career in the U.S. Senate, from breaking the southern control of Capitol Hill to passing the first civil rights legislation since Reconstruction. 200,000 first printing. First serial, *The New Yorker*.

power broker: Themistocles Jeffrey A. Smith, 2021-04-14 A biography of the architect of victory in the Persian Wars of 490 and 480/479 BC: "A valuable read for anyone with an interest in the 'Golden Age' of Greece." —*The NYMAS Review* This is an exciting new biography of Themistocles of Athens, architect of the Greek victory over the Persian invasions of 490 BC and 480 to 479 BC. While his role in the Persian wars is naturally a major theme, Themistocles' career before and after those conflicts is also considered in detail. Themistocles was a leading exponent of a new kind of populist politics in the young democracy of Athens, manipulating the practice of ostracism (exile) to get rid of his political rivals. Jeffrey Smith explains Themistocles' rise to a position of virtual hegemony which allowed him to institute his far-sighted policy of preparation against the growing Persian threat. In particular he strengthened Athens' fleet and thereby secured the support of the poor thetes, who found employment as rowers. During the first invasion, Themistocles fought, and possibly held joint command, at the decisive battle of Marathon. When the Persians struck again in 480, he commanded the fleet at Artemisium and Salamis. The latter battle he won by subterfuge, securing Athens' liberation and survival. Ironically he was himself eventually ostracized by his fellow citizens—and ultimately entered Persian service, ending his days as governor of Magnesia in Asia Minor.

power broker: Power-brokers and the Yorkist State, 1461-1485 Alexander R. Brondarbit, 2020 Examination of the role played by key figures around the monarchy in the Wars of the Roses.

power broker: The Globalist: Peter Sutherland - His Life and Legacy John Walsh, 2019-10-17 THE GLOBALIST is the first in-depth biography of an international power-broker who was instrumental in shaping the global economy that we know today.

power broker: No One Man Should Have All That Power Amos Barshad, 2019-04-09 In this exploration of shadowy, behind-the-scenes operators, "each portrait provides an incisive dissection of the acquisition and maintenance of power" (*The Nation*). Journalist Amos Barshad has long been

fascinated by the powerful. But not by elected officials or natural leaders—he's interested in the dark figures who wield power from the shadows. And, as Barshad shows in *No One Man Should Have All That Power*, these master manipulators are not confined to political backrooms. They can be found anywhere—from Hollywood to drug cartels, recording studios, or the NFL. In this wide-ranging, insightful exploration of the phenomenon, Barshad takes readers into the lives of more than a dozen notorious figures, starting with Grigori Rasputin himself. The Russian mystic drank, danced, and healed his way into a position of power behind the last of the tsars. Based on interviews with well-known personalities like Scooter Braun (Justin Bieber's manager), Alex Guerrero (Tom Brady's trainer), and Sam Nunberg (Trump's former aide) and original reporting on figures like Nicaragua's powerful first lady Rosario Murillo and the Tijuana cartel boss known as "Narcomami," Barshad investigates a variety of modern-day Rasputins. He explores how they got there, how they wielded control, and what lessons we can take from them, including how to spot Rasputins in the wild.

power broker: The Great Mental Models, Volume 1 Shane Parrish, Rhiannon Beaubien, 2024-10-15 Discover the essential thinking tools you've been missing with The Great Mental Models series by Shane Parrish, New York Times bestselling author and the mind behind the acclaimed Farnam Street blog and "The Knowledge Project" podcast. This first book in the series is your guide to learning the crucial thinking tools nobody ever taught you. Time and time again, great thinkers such as Charlie Munger and Warren Buffett have credited their success to mental models—representations of how something works that can scale onto other fields. Mastering a small number of mental models enables you to rapidly grasp new information, identify patterns others miss, and avoid the common mistakes that hold people back. The Great Mental Models: Volume 1, General Thinking Concepts shows you how making a few tiny changes in the way you think can deliver big results. Drawing on examples from history, business, art, and science, this book details nine of the most versatile, all-purpose mental models you can use right away to improve your decision making and productivity. This book will teach you how to: Avoid blind spots when looking at problems. Find non-obvious solutions. Anticipate and achieve desired outcomes. Play to your strengths, avoid your weaknesses, ... and more. The Great Mental Models series demystifies once elusive concepts and illuminates rich knowledge that traditional education overlooks. This series is the most comprehensive and accessible guide on using mental models to better understand our world, solve problems, and gain an advantage.

power broker: The Road to Wigan Pier George Orwell, 2024-04-26 George Orwell provides a vivid and unflinching portrayal of working-class life in Northern England during the 1930s. Through his own experiences and meticulous investigative reporting, Orwell exposes the harsh living conditions, poverty, and social injustices faced by coal miners and other industrial workers in the region. He documents their struggles with unemployment, poor housing, and inadequate healthcare, as well as the pervasive sense of hopelessness and despair that permeates their lives. In the second half of the *The Road to Wigan Pier* Orwell delves into the complexities of political ideology, as he grapples with the shortcomings of both socialism and capitalism in addressing the needs of the working class. GEORGE ORWELL was born in India in 1903 and passed away in London in 1950. As a journalist, critic, and author, he was a sharp commentator on his era and its political conditions and consequences.

power broker: Tito and the Rise and Fall of Yugoslavia Richard West, 2012-11-15 Few figures have dominated a nation's destiny as much as Marshal Tito of former Yugoslavia. For nearly thirty years he held together mutually hostile religious groups in a deeply divided country, but his death in 1980 rekindled centuries-old hatreds and by 1992 Yugoslavia ceased to exist. In this revealing biography, Richard West questions the full impact of Tito's reign of power and his implicit responsibility for the ensuing violent, bloody war in Bosnia. 'Excellent ... I recommend his book for those who already know about Yugoslavia and want food for thought about the future.' David Owen, Sunday Times 'Admirable ... Carefully researched and extremely readable.' Literary Review 'A passionate book, in which West's historical sense is interlaced with his own very intimate knowledge

of Yugoslavia from the late 1940s on and of the poignancy of [subsequent] events.' Fergus Pyle, Irish Times 'Masterly'. Glasgow Herald

power broker: Commercial Real Estate Power Brokers Jim Gillespie, 2018-04-03 Imagine having five of the top commercial real estate brokers in the business bare their souls to you and share their innermost secrets for developing a ton of great new commercial real estate brokerage business. This is what Jim Gillespie, America's Premier Commercial Real Estate Coach, has accomplished within this book. Here's what you'll be learning within this book: How to make sure you get your prospecting done, so you stop making excuses, and you begin making the great amount of money that comes from continually getting your prospecting done every single week How to get the phone numbers for the people you want to do business with, and how to get your database into excellent condition What to say to the receptionist and to the decision maker when you're making your prospecting calls, and how to leave powerful voicemail messages that will compel more decision makers to call you back How to deliver outstanding presentations, so that more of your clients and prospects will feel more compelled to just move forward and give you the listings on their properties How to build solid long-term relationships with your clients, so that you're getting more repeat business from them, instead of needing to constantly chase new prospects for new business How to organize and systematize your brokerage business, so that you're working much more productively, bringing in more new deals, and not being bogged down by doing administrative and follow-up activities that are just completely sapping your time and energy How to position yourself within people's minds as the best commercial real estate broker they could ever want to work with, long before they ever have their next commercial real estate need

power broker: Hit Men Fredric Dannen, 2002-02-02 'Hit Men' portrays the enormous ambition and fierce power struggles at the heart of the US record industry. It chronicles the evolution of America's biggest record labels from the Tin Pan Alley era through the disco explosion of the 70s on to the corpora

power broker: Divided Highways Tom Lewis, 1999 In Divided Highways, Tom Lewis tells the monumental story of the largest engineered structure ever built: the Interstate Highway System. Here is one of the great untold tales of American enterprise, recounted entirely through the stories of the human beings who thought up, mapped out, poured, paved - and tried to stop - the Interstates. Conceived and spearheaded by Thomas the Chief MacDonald, the iron-willed bureaucrat from the muddy farmlands of Iowa who rose to unrivaled power, the highway system was propelled forward through the pathbreaking efforts of brilliant engineers, argued over by politicians of every ideological and moral stripe, reviled by the citizens whose lives it devastated, and lauded as the greatest public works project in U.S. history.

power broker: Means of Ascent Robert A. Caro, 2019-07-04 'The greatest biography of our era ... Essential reading for those who want to comprehend power and politics' The Times Robert A. Caro's legendary, multi-award-winning biography of US President Lyndon Johnson is a uniquely riveting and revelatory account of power, political genius and the shaping of twentieth-century America. In this second instalment we witness a momentous turning point in American politics: the tragic last stand of the old politics versus the new. Following Johnson through his service in the Second World War, it describes the foundation and the myths of his long-concealed fortune. The explosive heart of the book is Caro's revelation of the shocking true story of the fiercely contested 1948 senatorial election, which Johnson won with the the '87 votes that changed history'.

power broker: Property Prosperity Miriam Sandkuhler, 2016-06-06 ... I've highlighted more passages in Property Prosperity than any other real estate book I've read in the past five years. I find myself agreeing with a lot of the things Miriam writes. It's a logical, knowledgeable and ethical approach to property investment from someone who clearly knows the business. I value sensible, ethical, well-written advice and this book is full of it. Terry Ryder, MD Hotspotting, Journalist Are you entering the home buying or property investment market for the first time? Or wanting to build your portfolio but don't know where to start? Armed with Property Prosperity, you can learn the right questions to ask yourself and the professionals in order to make successful and profitable

'investment-grade' buying decisions. Whether you are a novice or an experienced investor, Property Prosperity will give you all the information you need to avoid common pitfalls, make successful property buying decisions and build a prosperous property portfolio. Learn how to avoid common techniques used by real estate agents to trick unwary investors into buying unsuitable properties, and how to invest profitably, strategically and sustainably. Laid out like a workbook and filled with helpful strategies, models, exercises and case studies, Property Prosperity translates common property and investment jargon into layman's terms that any investor can understand. Property Prosperity should be on every avid property investor's bookshelf. It's also packed with useful and practical information that applies to people looking to purchase a home to live in. Miriam Sandkuhler, founder of Property Mavens, is a successful property investor, award nominated Buyer's Agent, Accredited Property Investment Advisor (APIA), Licensed Estate Agent and media commentator. Miriam is passionate about protecting buyers and enabling them to thrive from good investment choices.

power broker: Councillor As Power Broker: Handbook 10 (THE) , 1996

power broker: The Power of Broke Daymond John, Daniel Paisner, 2016 The star of ABC's Shark Tank demonstrates how starting a business on a shoestring can provide significant competitive advantages for entrepreneurs by forcing them to think creatively, use resources efficiently, and connect more authentically with customers. --Publisher's description.

power broker: Imperial William T. Vollmann, 2010-10-26 From the author of Europe Central, winner of the National Book Award, a journalistic tour de force along the Mexican-American border - a finalist for the National Book Critics Circle Award For generations of migrant workers, Imperial Country has held the promise of paradise and the reality of hell. It sprawls across a stirring accidental sea, across the deserts, date groves and labor camps of Southeastern California, right across the border into Mexico. In this eye-opening book, William T. Vollmann takes us deep into the heart of this haunted region, exploring polluted rivers and guarded factories and talking with everyone from Mexican migrant workers to border patrolmen. Teeming with patterns, facts, stories, people and hope, this is an epic study of an emblematic region.

power broker: Robert Moses Pierre Christin, 2018-01-30 The achievements of one man changed the face of an entire city. Robert Moses: the mastermind of New York. From the subway to the skyscraper, from Manhattan's Financial District to the Long Island suburbs, every inch of New York tells the story of this controversial urban planner's mind. In paperback for the first time, Pierre Christin and Olivier Balez's comic book takes on the infamous Power Broker and unlocks the historical battles that created the modern metropolis.

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