



Inside Influence

The Psychology of Power in Human Life

By Carsten Schermuly

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Explores the psychology of power, showing how it shapes behaviour and leadership, and offers a research-based framework for engaging with power ethically, responsibly and for the common good.

The book, *Inside Influence: The Psychology of Power in Human Life*, explores why people grant power to a few sometime authoritarian leaders and how power psychologically transforms those who hold it. Drawing on research, he shows how power can distort judgement, empathy and behaviour, and argues for understanding its mechanisms to use it more responsibly through better structures, selection and psychological empowerment.

Key selling points

- Uncover the hidden psychology of power: Discover how power alters behavior, reduces empathy and drives unethical decisions, offering a deeper understanding of why good leaders sometimes fail.
- The responsible approach to power: Gain a research-based, ethical framework for engaging with power constructively – not a guide for acquisition or manipulation but for effective, reflective use.
- Empowerment over authoritarian leadership: Learn how psychological empowerment and empowering leadership can mitigate risks and significantly boost performance and well-being.
- Power diagnostic: Learn how people in organisations who can handle power responsibly rise to positions of power.

About the Author(s) / Editor(s)

Prof Dr Carsten C. Schermuly is a psychologist and an award-winning researcher, long-standing organisational consultant, one of Germany's leading HR thinkers, and the author of more than 100 international publications.

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