

## DR GARY YUKL%0A

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Gary Yukl received his Ph.D. in Industrial-Organizational Psychology from the University of California at Berkeley. He is a Professor of Management at UAlbany (SUNY). Dr.. Yukl is a fellow of the American Psychological Association, the American Psychological Society, the Society for Industrial-Organizational Psychology, and the Academy of Management. He has  
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### **Gary Yukl Doctor of Philosophy Industrial**

Gary Yukl of University at Albany, The State University of New York, New York (UAlbany) with expertise in: Business Administration and Organizational Studies. Read 91 publications, and contact  
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### **Biographical Sketch For Dr Gary Yukl**

Biographical Sketch For Dr. Gary Yukl Gary Yukl received a BA in business administration from Occidental College in 1962 and a Ph.D. in Industrial-Organizational Psychology from the University of California at Berkeley in 1967. He is a Professor of Management and Psychology at the University at Albany (State University of New York). His current research and teaching interests include  
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### **Influence Tactics and Objectives in Upward Downward and**

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### **G Yukl Influence Tactics and Objectives in Upward**

Gary Yukl and Cecilia M. Falbe Management Department State University of New York at Albany Two studies were conducted to replicate and extend previous exploratory research by Kipnis, Schmidt, and Wilkinson (1980) on influence tactics and objectives in organizations.

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