

THE OUTRAGEOUS #1 NATIONAL BESTSELLER!

# THE PETER PRINCIPLE

WHY THINGS ALWAYS GO **WRONG**

BY DR. LAURENCE J. PETER AND RAYMOND HULL

• In a hierarchy, every employee tends to rise to his level of incompetence.

FOR HOW TO  
MAKE THINGS  
GO RIGHT  
READ  
THE PETER  
PRESCRIPTION

# Contents

INTRODUCTION by Raymond Hull	ix
1. <i>The Peter Principle</i>	1
2. <i>The Principle in Action</i>	11
3. <i>Apparent Exceptions</i>	19
4. <i>Pull &amp; Promotion</i>	37
5. <i>Push &amp; Promotion</i>	43
6. <i>Followers &amp; Leaders</i>	49
7. <i>Hierarchiology &amp; Politics</i>	55
8. <i>Hints &amp; Foreshadowings</i>	65
Earlier writers speak about the Principle, including O. Khayyám, A. Pope, S. Smith, W. Irving, E. Dickinson, P. B. Shelley, K. Marx, S. Freud, S. Potter and C. N. Parkinson	
9. <i>The Psychology of Hierarchiology</i>	77
10. <i>Peter's Spiral</i>	89
11. <i>The Pathology of Success</i>	95
12. <i>Non-Medical Indices of Final Placement</i>	103
13. <i>Health &amp; Happiness at Zero PQ</i>	115
Possibility of Pipe Dream?	
14. <i>Creative Incompetence</i>	127
How to Avoid the Ultimate Promotion	
15. <i>The Darwinian Extension</i>	139
GLOSSARY	159
A NOTE ON THE ILLUSTRATIONS	165