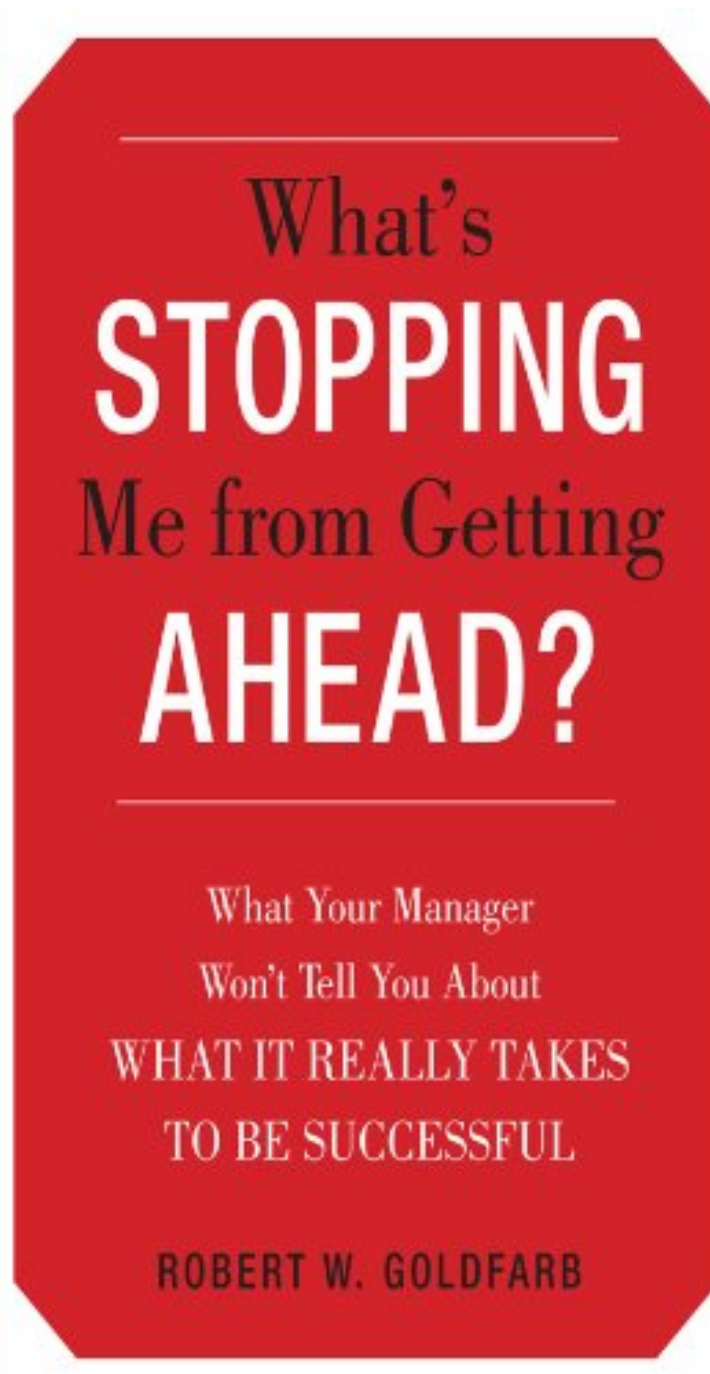


[Mobile pdf] What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful

What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful

Robert Goldfarb

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Robert Goldfarb : What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful before purchasing it in order to gauge whether or not it would be worth my time, and all praised *What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful*:

0 of 1 people found the following review helpful. Easy to Read and Implement. Helped me to move ahead! By LKDI just started a new job, and my friend bought me this book to read. I found it incredibly helpful. The discussion of real-life situations made me realize how important it is to cultivate the right business relationship from the very beginning. The suggestions are simple to implement yet effective. In fact, after only 6 months on the job, I have already received a raise. I owe part of my success to Mr. Goldfarb's and his advice!

1 of 2 people found the following review helpful. More than a business book By smbizowner I read this book from cover to cover in just a few hours, but came away with some lasting insights. The book is aimed at mid level managers who want to work their way up the business ladder, but the ideas would be helpful for entry level employees who want a career rather than a job, or job seekers who want to do well on an interview. Each chapter contains several case studies identifying behavior that is holding back the employee. The studies start with the employee's perspective. This is not dumbed-down writing. The employees sound like they are drawn from real life. They are highly capable men and women who sincerely don't know why they aren't getting the promotion they clearly deserve. The second part of the case study is written from the boss's point of view. It's what you'd hear if you were a fly on the wall when your boss is talking to his/her boss about why he'd like to promote you but just can't. Finally, the author gives his diagnosis and actions he recommends. Because the book is aimed at highly qualified people, the author just needs to show you what you look like from the other side of the desk, so you can see the problem behavior and make changes. This creates a win-win-win for you, your boss, and the company. One of the more frequently mentioned behaviors is "overlooks what's important". What this really means, of course, is: overlooks what's important to Your Boss. Understanding this one thing helps with almost any dialog or transaction. It's basically getting what YOU want by understanding what the other guy wants. There are other elegantly simple nuggets like this throughout the book. I highly recommend it.

1 of 2 people found the following review helpful. A way to handle the "people problems" that can keep you down By Jeff Bryant Often when you think about pleasing the higher-ups of your organization, you think in quantitative terms: hours worked, sales made, quotas achieved, widgets produced, etc. But doesn't it sometimes seem that hirings, firings, and promotions are driven by something more subjective? Whether you regard these more subjective management decisions as "politics," "emotional," or "unprofessional," they are nevertheless something that is unavoidable. And rather than fighting against this reality, Robert W. Goldfarb in his book *What's Stopping Me from Getting Ahead*, helps you see that these problems are recognizable, understandable, and navigable. His brilliant invention of using three personae to view typical work scenarios -- what I (the employee sees), what the boss sees, and what the expert (the author) sees -- captures perfectly the "people problems" that are so often the real reason for why some ostensibly deserving employees get passed over for jobs and promotions. Although the scenarios tend to be of a mid- to upper-level corporate bent, the lessons you can learn from this book apply to just about any employee situation where achieving organizational goals -- whether it's manufacturing a product, serving the public, or advancing a cause -- requires a coordinated effort among a number of individuals.

An expert management coach with over thirty years of experience helping professionals get to the next stages of their careers, identifies—and helps readers break—the 12 unconscious habits and behaviors that are holding them back from the corner office. About the Book For more than 30 years, Robert W. Goldfarb has advised and coached managers on five continents in organizations of every type who got to a certain level of success in their careers and then stalled. They were smart, had the right experience and a good track record, and had put in the time and energy to get them to where they were. But something was holding them back from getting to the highest level of management, and despite their obvious intelligence, they couldn't tell what it was. Now, in the tradition of *What Got You Here Won't Get You There*, Robert Goldfarb isolates the 12 top behaviors that mid- to upper-level managers exhibit at work that keep them from getting to the corner office. Some of these traits—a drive for results, strong knowledge of their industries, and networking with their peers—may have gotten them where they were, but need to be altered and adapted in order for them to get to the higher levels of management. The book is organized in an ingenious "What You Do" and "What Others See" structure, helping readers truly understand how their well-intentioned behaviors can wind up sabotaging their careers. Using case histories and actual examples from corporations, along with specific, actionable strategies for breaking these bad behaviors, Robert Goldfarb will help professionals everywhere break through their career plateaus and break into the corner office. These self-defeating behaviors are: Not demonstrating their true personal integrity. Not taking enough time to make sure their boss looks good. A laser-like focus on getting the job done well without appreciating the contributions of others. Using too much humor to build camaraderie and to foster collegial work environments. Lacking real passion for change. Relying solely on intellectual analysis with little

reliance on "gut" feelings Focusing on problems rather than solutions A reluctance to properly manage former peers and supervisors. Under-appreciating the enormous value of diversity in the workplace. Not fully acknowledging the contributions of others on their teams. Always swinging for the fences and winning every battle, instead of taking a long range view of the situation.

About the Author About the Author Robert W. Goldfarb is the president and founder of Urban Directions, Inc., a global consulting firm. For 30 years he has consulted with CEO's and supervisors at every level, coaching on manufacturing lines, in corporate boardrooms, on sales floors, at law firms, universities, hospitals, investment banks and government agencies. His coaching has one objective: helping managers achieve their fullest potential by avoiding behavior that damages careers. Goldfarb has written on managing in a changing society for the op-ed pages of The New York Times, The Wall Street Journal, and for Readers' Digest. Prior to founding his consulting firm, Goldfarb served in line and staff positions at ATT, Mobil Oil Corporation, Hofstra University and the National Urban Coalition. He graduated with honors from Columbia University, where he was elected to Phi Beta Kappa and holds an M.A. from New York University.