

What Got You Here Won T Get You There How Successful People Become Even More Successful

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your hard work is paying off you are doing well in your field but there is something standing between you and the next level of achievement that something may just be one of your own annoying habits perhaps one small flaw a behaviour you barely even recognise is the only thing that is keeping you from where you want to be it may be that the very characteristic that you believe got you where you are like the drive to win at all costs is what is holding you back as this book explains people often do well in spite of certain habits rather than because of them and need a to stop list rather than one listing what to do marshall goldsmith's expertise is in helping global leaders overcome their unconscious annoying habits and become more successful his one on one coaching comes with a six figure price tag but in this book you get his great advice for much less recently named as one of the world's five most respected executive coaches by forbes he has worked with over 100 major ceos and their management teams at the world's top businesses his clients include corporations such as goldman sachs glaxo smithkline johnson and johnson and ge

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making it in hell says bruce jackson is the spirit behind the sixty five work songs gathered in this eloquent dispatch from a brutal era of prison life in the deep south through engagingly documented song arrangements and profiles of their singers jackson shows how such pieces as hammer ring ration blues yellow gal and jody s got my wife and gone are like no other folk music forms they are distinctly african in heritage diminished in power and meaning outside their prison context and used exclusively by black convicts the songs helped workers through the rigors of cane cutting logging and cotton picking perhaps most important they helped resolve the men s hopes and longings and allowed them a subtle outlet for grievances they could never voice when face to face with their jailers

the power advantage passion ownership wellness excellence relationships in the power advantage dr joe currier demonstrates that when leaders overturn stale outdated top down business management conventions and instead pursue four foundational values required of modern global organizations passion ownership wellness relationships they will succeed in building enthusiastic healthy and highly successful teams the inevitable outcome of implementing these key strategies is excellence for the team members and for the organizations they represent gathering the knowledge accumulated over forty five years of professional dedication as a psychologist management consultant and college faculty member dr currier invites readers to partake in honest self inventory examining their vulnerabilities and failures as well as their skills and strengths and then teaches them how to seek feedback from others in order to realize their optimal performance the author draws on long tested psychological understanding of individuals needs as well as from successful strategies implemented by industry leaders and he builds upon his own experiences as a chief learning officer and from presenting workshops for organizations all over the world by helping leaders recognize the power they can gain by sharing the lessons learned from their personal and professional journeys truly listening to their team members and creating feedback rich fulfilling work environments the power

advantage provides concrete methodologies for those wishing to maximize their team s potential and for anyone who wants to achieve his or her personal best

mediocre leaders build teams great leaders build cultures have you ever wondered why some businesses ministries and marriages flourish while others fall flat on their face international christian speaker and author bruce lengeman will teach you how to build a healthy life giving culture that will generate amazing teams from business to ministry to marriage whatever team you are a part of kingdom culture will define the quintessential heart and spirit for people working and living together in kingdom culture you will uncover foundational principles of management that will save you countless hours putting out crisis fires unnecessary low morale issues and insufficient productivity discover how to tap into diversity disagreement and depth on your team to produce ultimate creativity and advancement be equipped to create and maintain a life giving culture in your organization that will yield maximum productivity and dedicated teamwork learn how to celebrate our differences instead of opposing them and much more thy kingdom come on earth as it is in heaven

kick your bad habits and close more sales i love this book especially the importance of empathy care enough about what you are selling to personalize its value to your customer jim farley vp global marketing ford motor company in over 20 years of sales leadership i had yet to see someone describe self improvement through the elimination of existing behaviors rather than the creation of new ones what a simple concise and personally applicable developmental tool this is a must read for everyone in sales chris richardson vp global sales abbott vascular don brown and bill hawkins collaborating with marshall goldsmith s incredible insight have created strategy and ideas that will help you grow sell more and prosper jeffrey gitomer author of the little red book of selling what got you here won t get you there in sales is a practical guide for anyone in sales they hit the nail on the head read this book to learn how to build your relationships with customers while shedding the habits that are holding you back tom reilly author of value added selling deep and meaningful connections with people in business can change the trajectory of your career this is a brilliant playbook for professionals who want to step up their game and truly own their success i have seen the power of this approach in action and it works rich daly executive vice president takeda pharmaceuticals about the book one of the most influential business coaches of our time marshall goldsmith helps businesspeople pinpoint

career harming behaviors understand why they engage in them and most importantly stop his book what got you here won t get you there wasn t just a runaway bestseller it has helped untold numbers dramatically improve their careers and personal lives now goldsmith teams up with leading sales thought leaders don brown and bill hawkins to help you break the habits that specifically damage sales relationships this dream team s combined clients have increased their sales from 5 to 30 percent and their gross profit up to 50 percent in short their approach works what got you here won t get you there in sales provides simple to use tools for maintaining and leveraging quality personal connections by doing something much easier than learning new behaviors simply stopping old ones when dealing with your customers do you needlessly verbalize and execute every possible step in the sales process repeatedly initiate communication for no apparent purpose attempt to verbally one up your customer in conversation the authors name 16 bad habits in all and they provide proven techniques for reversing their negative effects by putting them to rest for good there is no profession that depends more on good relationships than sales and there s no one more qualified to coach you to create and nurture productive sales relationships than these three authors you do have the power to change let goldsmith brown and hawkins help you kick your bad habits to improve relationships increase sales and enjoy a more fulfilling enriching career

the most useful well written and emotionally compelling business book i have read in years i couldn t put it down robert i sutton stanford professor and author of the no asshole rule a must read for every leader in their field daniel h pink bestselling author of to sell is human incivility is silently chipping away at people organizations and our economy slights insensitivities and rude behaviors can cut deeply moreover incivility hijacks focus even if people want to perform well they can t customers too are less likely to buy from a company with an employee who is perceived as rude ultimately incivility cuts the bottom line in mastering civility christine porath shows how people can enhance their influence and effectiveness with civility combining scientific research with fascinating evidence from popular culture and fields such as neuroscience medicine and psychology this book provides managers and employers with a much needed wake up call while also reminding them of what they can do right now to improve the quality of their workplaces

this book explores that which is at the very heart of coaching the coach coachee relationship considering the relationship at each stage of the coaching process it will equip your trainees with the necessary skills and knowledge for building and maintaining successful coaching relationships

every step of the way in clear and friendly terms the book simplifies complex issues including the practicalities of getting started the intricacies of coaching across cultures and of coaching from within an organisation and how to make the most of supervision a crucial chapter on evidence based practice considers the importance of research in the area and how to use the evidence base to support professional coaching practice reflective questions examples implications for practice and recommended reading are included in every chapter encouraging your trainees to consider how they might bring themselves to the coaching relationship

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