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How to Think Like a Boss: And Get Ahead at Work

Barry Eigen

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Barry Eigen : How to Think Like a Boss: And Get Ahead at Work before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Think Like a Boss: And Get Ahead at Work:

2 of 2 people found the following review helpful. "Real World 101" guide for recent grads entering workforce
By A Customer
This book contains concepts that I had to learn 'the hard way', over many years. It explains office politics, how to understand what your boss wants/ needs from you, why hard work doesn't always get you ahead, and more! I have bought this book for 25 of my employees. I recommended it to the head of the engineering department at my university - they have used it for a senior-level seminar. I can't say enough about how readable, applicable and useful this book is! It is a refreshing change from most management books which spout terms like empowerment, and fill themselves with charts and grids. Barry tells it like it really is... find yourself a copy! Someone needs to pick up the paperback rights... it would be a top seller
0 of 0 people found the following review helpful. Great advice.
By Eugene
Barry has used his years of experience to come up with the "bible for employees". Great advice.
1 of 1 people found the following review helpful. Unmatched insights from the managerial trenches
By J.Ilog
The previous 5 star reviews are correct, particularly the "Real World 101" one.
The author cofounded and served as President CEO of a corporation and provides excellent ideas on how to be an asset to your company, gaining promotions and raises in the process.
At the end of each of the 17 chapters, there are summaries with 5-8 bullet points to remember, serving as a helpful review. If you don't have the time to read this book, at least read the summaries, as they discuss power, promotions, desirable traits, well written emails, accepting receiving criticism, handling problems, customer service, and many other ideas.
Well written, as I had jotted down about 50 notable concepts to be used in this review.
Here are a

few: "The BE GOOD-GET REWARD message...most Americans come to their jobs and professions believing that the way to get ahead is by being obedient, following the rules, doing what we are told and working hard...employees work at their jobs thinking that promotions for doing their jobs well...Bosses want something more. Bosses come to the game expecting their employees to perform well. They aren't impressed by employees who meet basic standards--they're impressed by those who exceed them. The BE GOOD-GET REWARD lesson is a good lesson for kids, but the wrong lesson for adults who want to be promoted. Bosses give promotions and raises for other reasons entirely. Bosses never promote people b/c they were effective yesterday---bosses promote people b/c they expect them to be effective tomorrow....Smart employees make themselves so valuable in their organizations they never have to fight for salary increases. Their raises come without asking because their bosses can't afford to lose them....Bosses are looking for people who can do the job b/c they have the necessary talents, the necessary skills, the motivation, curiosity, risk-tolerance, and most important, the willingness to think."Emphasizes for you to keep a journal of your projects and activities so one is able to quickly show your contributions and achievements.Well worth reading, as this book would be very helpful to anyone, regardless of where they are in their career, especially to a new college graduate entering into the workforce.

This is an insider's guide to management thinking and how you can make it work for you. *How to Think Like a Boss: And Get Ahead at Work* gives readers eight essential qualities that put you on the fast track to climbing the corporate ladder. It also gives six ways to convince your boss you must be paid top dollar. Author and veteran CEO Barry Eigen knows from experience how bosses think. With this straight-from-the-shoulder success manual he'll help you get inside your boss' head to push the right buttons for a speedy trip up the corporate ladder. Included in this book are: The number 1 quality of a valued employee, How to find opportunity in the midst of chaos, Why perfect people fail to win promotions, How you can be a powerhouse in any job, how to ask for a raise - and get it, how to get promoted and much more. Realistic advice that explains in practical terms how to become more valuable, productive and promotable. Written in an easy-to-read style, it stresses the point that "employees who understand what their bosses want will be able to satisfy them, and employees who satisfy their bosses will get promoted."

From Library JournalThis book, written by a former corporate CEO, provides the reader with an inside look at how a business executive makes decisions. Written in an easy-to-read style, it stresses the point that "employees who understand what their bosses want will be able to satisfy them, and employees who satisfy their bosses will get promoted." Eigen provides practical advice about such issues as ethics in the work place, giving and receiving criticism, seeking raises, and coping with bad bosses. His examples are relevant and his advice helpful. Covering less than George Graen's *Unwritten Rules for Your Career* (Wiley, 1989), this work will be useful, nevertheless, for readers seeking advice on career development. Recommended.- Robert Logsdon, Indiana State Lib., IndianapolisCopyright 1990 Reed Business Information, Inc.