



What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful (Business Skills and Development)

By Robert Goldfarb

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What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful (Business Skills and Development) By Robert Goldfarb

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.

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What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful (Business Skills and Development) By Robert Goldfarb Bibliography

- Sales Rank: #2004305 in Books
- Published on: 2010-06-10
- Released on: 2010-06-10
- Original language: English
- Number of items: 1
- Dimensions: 8.90" h x .40" w x 6.00" l, .62 pounds
- Binding: Paperback
- 208 pages

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Editorial Review

About the Author

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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 AT&T, 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.

Users Review

From reader reviews:

Amy Cason:

As people who live in typically the modest era should be revise about what going on or details even knowledge to make these keep up with the era that is certainly always change and move forward. Some of you maybe may update themselves by reading books. It is a good choice for you personally but the problems coming to you is you don't know which you should start with. This What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful (Business Skills and Development) is our recommendation to cause you to keep up with the world. Why, because this book serves what you want and wish in this era.

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Spent a free a chance to be fun activity to perform! A lot of people spent their free time with their family, or their very own friends. Usually they doing activity like watching television, likely to beach, or picnic in the park. They actually doing same task every week. Do you feel it? Do you want to something different to fill your free time/ holiday? May be reading a book could be option to fill your free of charge time/ holiday. The first thing that you'll ask may be what kinds of guide that you should read. If you want to consider look for book, may be the guide untitled What's Stopping Me from Getting Ahead?: What Your Manager Won't Tell You About What It Really Takes to Be Successful (Business Skills and Development) can be very good book to read. May be it may be best activity to you.

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