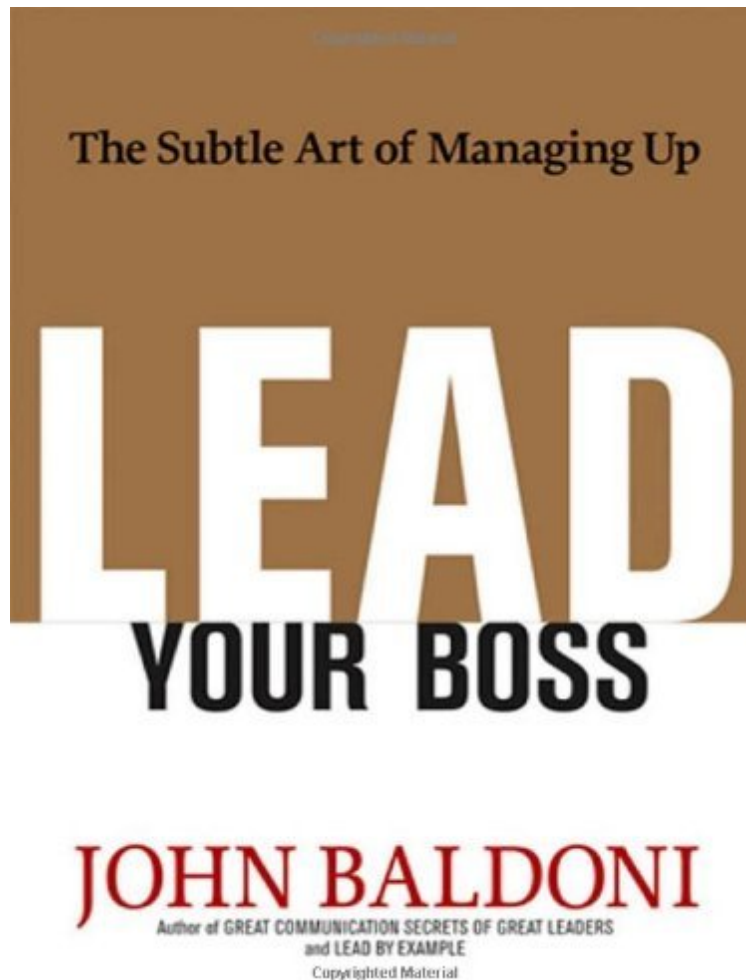


(Mobile ebook) Lead Your Boss: The Subtle Art of Managing Up

Lead Your Boss: The Subtle Art of Managing Up

John Baldoni

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Every manager on the move wants to have influence at the top in order to get his or her ideas heard and ultimately acted upon. In Lead Your Boss, recognized leadership guru John Baldoni gives managers new--as well as tried-and-true--methods for influencing both their bosses and their peers, and giving senior leaders reasons to follow their lead. Featuring instructive stories based on real-life experiences from leaders at all levels, Lead Your Boss reveals proven

strategies for: - Developing spheres of influence - Handling tough issues - Asserting oneself diplomatically - Putting the team first - Persuading up - Establishing trust - Using organizational politics to everyone's advantage - Inspiring others through-out the organization Lead Your Boss gives readers practical, tactical advice on becoming a key player in any organization, regardless of whether or not they have an office in the Csuite...YET.

.. "useful advice...offers encouragement and inspiration. The book breaks its lessons down into simple steps." -- Harvard Business From the Inside Flap Are you ready to take the jump from your current role; technical expert or quality producer or people person; to that of highly effective leader who gets noticed and rewarded? Lead Your Boss will show you how. This invaluable guide helps you cultivate the balanced, cohesive, and passionate leadership style called "managing up." It's a style that works from the middle ranks, where leadership often entails influencing your boss, your peers, and those who report to you; all of whom are favorably affected by your commitment and contributions. Managing up, then, is about building those traits that are most admired and appreciated, such as integrity, energy, empathy, resilience, and big-picture thinking; classic leadership traits that propel people from any organizational rank on a fast track upward. Filled with inspiring stories of people who accomplished great things by employing their skills, energy, and influence for the greater good; Eleanor Roosevelt, Barack Obama, Sir Edmund Hillary, Paul Newman, and others; and packed with practical strategies and useful advice, Lead Your Boss shows you how to: • Think strategically, challenging yourself and your team to be more innovative • Cultivate criticism and honest feedback as important components of growth and improvement • Coach your team in the 3Cs (coordinate, cooperate, and collaborate) of working together in a mutually beneficial way • Persuade others to listen to your ideas, overcoming obstacles and turning influence into leadership • Challenge assumptions without challenging the individual above you, and break down often daunting resistance to change • Exhibit resiliency in the face of adversity, turning setbacks into comebacks • Put people into positions where they can succeed; then stand aside and let them As confidence in America's CEOs continues to slide, it's time for middle managers and valued teammates to step into positions of leadership. This inspiring book is packed with insights and strategies for rallying everyone around common goals that bring positive results for yourself, your teammates, and your boss; an all-around win! John Baldoni is an internationally recognized leadership consultant, speaker, and author of many books, including Lead by Example and Great Communication Secrets of Great Leaders. He was named one of the "30 Most Influential Leadership Gurus" for 2007 by www.LeadershipGurus.net. John writes the "Leadership at Work" column for Harvard Business Publishing, which is syndicated by Bloomberg.com. His leadership writings have appeared in BusinessWeek.com and FastCompany.com, and he has been featured or quoted in numerous publications, including the New York Times, USA Today, and Investor's Business Daily. His leadership resource website is www.johnbaldoni.com. From the Back Cover Brimming with examples and insights, Lead Your Boss guides you through the subtle yet highly effective leadership style of managing up. It's a powerful new approach that relies on initiative, resilience, empathy, courage, and other positive traits to bring people together; your boss, your peers, and your team; for the benefit of all. ADVANCE Praise for LEAD YOUR BOSS: "John Baldoni is one of the organizational thinkers that I respect the most . . . [This book] should be required reading for all middle managers!" — Marshall Goldsmith, New York Times and Wall Street Journal #1 best-selling author of What Got You Here Won't Get You There and author or editor of 23 other books "John Baldoni's accessible style and uncommon insights bring a fresh perspective to this urgent topic in particular and to management writing at large." — Eric Hellweg, Editorial Managing Director, HarvardBusiness.org "By focusing on tactical and practical steps managers can take to effect positive change, Lead Your Boss provides guidance for all those frustrated by bosses who are holding their teams back from achieving great results." — Eric Harvey, Founder and President, Walk the Talk Co.; author of 26 leadership books including the best-sellers Walk the Talk and Get the Results You Want and Leadership Secrets of Santa Claus "Lead Your Boss explores the power of influence in ways that make developing it and implementing it doable. . . . Great insights!" — John Bourbeau, CEO, Right Management/Great Lakes Region "Lead Your Boss does a terrific job of helping people understand the difficult task of managing upward. Pragmatic tips help provide the tools to get the job done, and real-life stories help provide context for some of the ideas that John Baldoni presents." — Jon V. Peters, President, The Institute for Management Studies "Baldoni understands what it takes to be a leader and someone who can influence without authority, and he puts it within reach in Lead Your Boss. His ideas are simple, clear, and easy to grasp; yet profound." — Don Vandergriff, Major, U.S. Army (retired); President, Maverick Leadership; and author, Manning the Legions of the United States