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DAVID F. D'ALESSANDRO

BESTSELLING AUTHOR OF BRAND WARFARE AND EXECUTIVE WARFARE

WITH MICHELE DWENS

Career Warfare

David F. D'Alessandro



Career Warfare:

Career Warfare: 10 Rules for Building a Successful Personal Brand on the Business Battlefield David

D'Alessandro, 2008-07-02 A refreshing message from someone who has fought many corporate wars The New York Times With the latest stories from D Alessandro s neverending collection of corporate derring do and new insight on the global battlefield the nationally bestselling Career Warfare is more essential than ever when navigating your way to success D Alessandro dares to speak the truth If you don t manage your own reputation those around you will This is no theoretical exercise In corporate America people talk about you every day You can affect what they say With a cut the crap sharp eye for the passions yearnings and follies that drive every organization D Alessandro draws apart the drapes and reveals what it really takes to get ahead in business James Carville author and Democratic Strategist With good jobs becoming harder to find D Alessandro s sage advice is more timely and important than ever especially for those who are trying to build their personal brands and enhance their careers at the same time Tom Neff Chairman U S Spencer Stuart Smart strategic and useful career advice from someone who has actually achieved success in the real world Harvey Mackay author of the 1 New York Times bestseller Swim With The Sharks Without Being Eaten Alive [Summary: Career Warfare](#) BusinessNews

Publishing, 2013-02-15 The must read summary of David D Alessandro s book Career Warfare 10 Rules for Building a Successful Personal Brand and Fighting to Keep It This complete summary of the ideas from David D Alessandro s book Career Warfare shows how the true tests of your business career are never quite what you expect them to be Nowadays it is not enough to just work hard get good performance reviews and do the right things it s all about your personal brand In his book the author presents 10 rules for building and keeping a great personal brand By reading this summary you will learn how to apply those rules in order to start getting the promotions and recognition that you deserve Added value of this summary Save time Understand key concepts Expand your knowledge To learn more read Career Warfare and discover the 10 rules for building your personal brand and standing out from the corporate crowd [Career Warfare](#) David F.

D'Alessandro, 2005-09 From the best selling author of Brand Warfare and outspoken former CEO of John Hancock David F D Alessandro Career Warfare is a how to succeed book for the ambitious person interested in breaking out of the pack and climbing high up the corporate ladder The premise is simple It s hard to leave your peers behind and really excel What sets the really successful players apart from those who never rise to the level of their ambitions is the character they reveal and the name they make for themselves with the people they meet in their working life This book will offer concrete advice on building the kind of reputation that makes people want to take a chance on you In D Alessandro s trademark style it will also talk frankly and humorously about the absurd nature of corporate life And it will offer shrewd recommendations to help the sane persons survive the less than same aspects of any organization and eventually take over the asylum In the tradition of the best selling What They Still Don t Teach You at Harvard Business School D Alessandro reveals the unwritten rules for

reaching the top of any field D Alessandro reveals how business really works and speaks directly to any one in business and provides savvy advice for every level Sure you ll need accomplishments to get ahead You ll need to work hard and be smart But the competition is stiff Brains hard work and accomplishments are just a minimum requirement If you intend to succeed the stuff your mother told you work hard be polite dress neatly is all helpful But the biggest mistake you can make is to assume that the business world is rational and success will proceed in a rational manner from your good performance reviews Corporations are really just like vertical villages driven by gossip intrigue and anecdote More than anything else your reputation determines whether you conquer the vertical village or are defeated by it The name you make for yourself determines whether you become the mayor or the village idiot From one of America s most prominent and respected CEO s with a best selling track record Career Warfare provides object lessons on success for leaders at every level *Career Warfare* ,2017

Career Warfare: 10 Rules for Building a Successful Personal Brand and Fighting to Keep It David D'Alessandro,2003-11-22 FROM THE NATIONAL BESTSELLING AUTHOR OF BRAND WARFARE A genuine winner shows you how to stand out from the crowd As the youngest ever CEO of John Hancock Financial Services and the bestselling author of Brand Warfare David D Alessandro knows plenty about breaking away from the pack In Career Warfare this ultimate insider tells the true story of how he learned the unwritten rules of corporate ladder climbing In his signature outspoken style D Alessandro offers concrete advice on building a reputation that commands respect coping with office politics and surviving the less than sane aspects of any organization He explains why only 20 percent of the people in a given corporation are truly valuable to the organization demonstrates the right way to polish the boss s image and prevent the boss from tarnishing the reader s and provides valuable lessons in the etiquette of reputation building Through engaging often hilarious stories drawn from his own dramatic climb to the top David D Alessandro speaks to success oriented readers at every level and explains How to make people want to take a chance on them How to gain and keep a great reputation Why success will not proceed in a rational manner Why hard work and accomplishment aren t enough What character has to do with it *Career Warfare: 10 Rules For Building A* D Alessandro,2004-03 In his signature outspoken style D Alessandro offers concrete advice on building a reputation that commands respect coping with office politics and surviving the less than sane aspects of any organization He explains why only 20 percent of the people in a given corporation are truly valuable to the organization demonstrates the right way to polish the boss s image and prevent the boss from tarnishing the reader s and provides valuable lessons in the etiquette of reputation building Through engaging often hilarious stories drawn from his own dramatic climb to the top David D Alessandro speaks to success oriented readers at every level and explains How to make people want to take a chance on them How to gain and keep a great reputation Why success will not proceed in a rational manner Why hard work and accomplishment aren t enough What character has to do with it *Career Warfare* David F. D'Alessandro,2000 *Career Warfare* ,2010 *Understanding Careers* Kerr Inkson,Nicky Dries,John Arnold,2014-11-10 In

the hotly anticipated second edition of Understanding Careers Kerr Inkson has teamed up with Nicky Dries and John Arnold to take readers on a fascinating journey through the field of Career Studies Interdisciplinary the text brings together and critiques a range of perspectives allowing for a broader and more holistic understanding of the field Theory and practice comprehensive coverage of all the key theories and cutting edge research is related to the real world through over 50 cases studies A new Careers in Practice section contains chapters devoted to self development career counselling and organizational practices International perspective contains examples cases research references and statistics from a range of countries Use of metaphor the text is structured around commonly used metaphors for careers helping students relate to the ideas presented and providing a framework for analysis and comparison Ideal reading for students considering their own career and personal development as well as those studying career development career guidance or human resource management within a psychology education counselling or business degree

Career Warfare Abdul-Hasib

Morcos,2014-11-09 A career is an individual s journey through learning work and other aspects of life There are a number of ways to define a career and the term is used in a variety of ways Career management describes the active and purposeful management of a career by an individual Career Development is the lifelong process of managing learning work leisure and transitions in order to move toward a personally determined and evolving preferred future In educational development career development provides a person often a student focus for selecting a carrier or subject s to undertake in the future Often educational institutions provide career counselors to assist students with their educational development Table of Contents Preface 7 1 Introduction 9 1 1 Your Career Is in Your Control 9 1 2 Your Interests and Passions 9 1 3 Identifying Our Strengths and Weaknesses 9 1 4 Enhancing Your Skills 9 1 5 Job Search Skills 10 2 Determining Your Interests and Passions 11 2 1 Introduction 11 2 1 Exercise One 11 2 2 Exercise Two 13 Identifying Your Strengths and Weaknesses 18 3 1 Introduction 18 3 2 Identifying What a Job Requires 18 3 3 Identifying General Strengths and Weaknesses 19 3 4 Getting Feedback from Others 19 4 Communication Skills 21 4 1 The Importance of Communication 21 4 2 What Is Communication 21 4 4 The Communication Process 22 4 5 Elements of Communication 26 4 5 Face to Face Communication 26 4 6 Listening Skills 29 5 Personal Confidence 32 5 1 Introduction 32 5 2 Self Confidence 32 5 3 Self Esteem 33 5 4 Self Efficacy 34 6 Motivation 38 6 1 Introduction 38 6 2 Addressing Lack of Confidence 39 6 3 Addressing Lack of Focus 39 6 4 Addressing Lack of Direction 40 6 5 Building Self Discipline 40 6 6 Goal Setting 41 7 Emotional Intelligence EI 45 7 1 Introduction 45 7 2 Mixed Model of EI 47 8 Job Seeking Skills 49 8 1 Introduction 49 8 2 Your Resume 49 8 3 Networking 50 8 4 Interview Skills 51 9 References 53 Executive

Working It: Disruption Rules Greg Hutchins,2019-09

Are you Future Ready McKinsey the global consulting firm estimates that between the present and 2030 75 to 375 million workers need to switch jobs that will require new skills and new education just due to automation and tech disruption In terms of magnitude it s akin to coping with the large scale shift from agricultural work to manufacturing that occurred in the early 20th century in North

America and Europe and more recently in China But in terms of who must find new jobs we are moving into uncharted territory Those earlier workforce transformations took place over many decades allowing older workers to retire and new entrants to the workforce to transition to the growing industries But the speed of change today is potentially faster The task confronting every economy particularly advanced economies will likely be to retrain and redeploy tens of millions of midcareer middle age workers In this book we explore the Future of Work and how it s going to affect all of us in critical ways We look at Disruption Rules through the lens of paradigm shifts disruptive forces and VUCA Volatility Uncertainty Complexity Ambiguity We look at what causes these changes why it matters to you the reader how it impacts you and most importantly what you can learn and do as a result of these disruptions The main title of this book is Working It As the title implies Working It can be what you do to earn a living or what you do to have fun or how you live your life In other words Working It is all the stuff you do that have meaning and value for you So when you go through this book you ll notice that many of the stories go beyond what you do at the place that provides you income We focus on the meaning and things that are important to your Working It Disruption Rules When there s a disruption most of us find a job or career book to find answers and encouragement Most old school job books provide life career or job road maps Follow these steps and you ll get to where you want to be If you believe these principles and follow these practices you ll find a satisfying job and enjoy a substantial salary with guaranteed yearly increases In this book we want to get real provide insights and tell it like it is The Future of Work impacts people on a daily basis since it deals with our human needs wants and expectations The Future of Work is now So we d say that the Future of Work is important and relevant to the vast majority of people worldwide

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