



Getting Ahead: Three Steps to Take Your Career to the Next Level

By Joel A Garfinkle

BRILLIANCE AUDIO, United States, 2014. CD-Audio. Book Condition: New. Unabridged. 170 x 137 mm. Language: English . Brand New. Two employees put in the hours, execute excellent work, and achieve results for their company. But only one advances to the next level, while the other faces the frustration of being overlooked for a promotion once again. So, what exactly makes one person more successful than another? The answer: leveraging and applying perception, visibility, and influence better than anyone else. While some people leave the fate of their careers in someone else's hands, others determine their future using these three critical skills. In *Getting Ahead*, top executive coach Joel Garfinkle reveals his signature PVI model Perception, Visibility, and Influence. Through practical advice, true-to-life examples, and action oriented tips, you'll learn how to create the right image, increase your profile across the organization, and exert influence by driving change and inspiring people. Get effective tools and tactical approaches that you can implement immediately to become an invaluable and noticeable resource for your company, including: A four-step perception management process to evaluate how you are perceived and change that perception, if necessary Identify and recruit advocates who will speak up on...



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