

THE  
SECRET  
HANDSHAKE

MASTERING THE POLITICS  
OF THE BUSINESS INNER CIRCLE



Kathleen Kelley Reardon, Ph.D.

# Secret Handshake Mastering The Politics Of The Business Inner Circle

**Eugenie A. Samier**



## **Secret Handshake Mastering The Politics Of The Business Inner Circle:**

*The Secret Handshake* Kathleen Kelley Reardon, Ph.D.,2002-01-15 In *The Secret Handshake* top corporate consultant and USC management professor Kathleen Reardon explores and reveals the hidden rules on the ins and outs of corporate politics that you won't find outlined in any employee handbook Based on hundreds of candid interviews with executives at Fortune 500 companies who have achieved their goals and joined the inner circle *The Secret Handshake* lays bare the unstated conventions that govern and shape corporate hierarchies Taking readers inside boardrooms to learn firsthand how the top decision makers view and assess the employees under them it offers invaluable advice on such career building tactics and skills as getting noticed networking persuading others knowing which battles to fight and mastering the art of the quid pro quo For all those who aspire to be part of the decision making body of their organization *The Secret Handshake* is the ultimate intelligence report on whom to trust and whom to watch out for how to manage the inevitable conflicts that will arise and how to read between the corporate lines

*The Secret Handshake* Kathleen Kelley Reardon, Ph.D.,2011-05-25 In *The Secret Handshake* top corporate consultant and USC management professor Kathleen Reardon explores and reveals the hidden rules on the ins and outs of corporate politics that you won't find outlined in any employee handbook Based on hundreds of candid interviews with executives at Fortune 500 companies who have achieved their goals and joined the inner circle *The Secret Handshake* lays bare the unstated conventions that govern and shape corporate hierarchies Taking readers inside boardrooms to learn firsthand how the top decision makers view and assess the employees under them it offers invaluable advice on such career building tactics and skills as getting noticed networking persuading others knowing which battles to fight and mastering the art of the quid pro quo For all those who aspire to be part of the decision making body of their organization *The Secret Handshake* is the ultimate intelligence report on whom to trust and whom to watch out for how to manage the inevitable conflicts that will arise and how to read between the corporate lines

**Management Skills for Everyday Life** Paula J. Caproni,2005 Written in a very straight forward and practical yet research based style that users regardless of their age gender nationality race etc find engaging because it focuses on their personal need to enhance their effectiveness career potential e.g. salaries promotions job choice and flexibility and general well being the book takes work life issues seriously The book begins by summarizing the research that focuses on what characteristics predict managerial and professional success and which characteristics predict failure The subsequent chapters then present each of the characteristics that predict success in more detail as well as tools and techniques for enhancing readers' personal and professional success For beginning to mid level executives

*Managerial Skills* Alex K., Focuses on interpersonal skills strategic and lateral thinking facing changes and challenges staying motivated effective decision making conflict resolution leadership communication human network CSR professional ethics workplace office politics planning for a second career 2 Readers can learn the art of getting things done in a more relaxed and confident way 3 The readers overcome their

weaknesses and become good managers      BUSINESS Essential Bloomsbury Publishing,2015-03-20 The abridged updated edition of international bestseller BUSINESS The Ultimate Resource This essential guide to the world of work and careers is crammed with top quality content from the world s leading business writers and practitioners Now in a handy paperback format it is ideal for time pressed managers small business owners and students alike This book includes Actionlists more than 200 practical solutions to everyday business and career challenges from revitalising your CV to managing during difficult times Management library time saving digests of more than 70 of the best and most influential business books of all time from The Art of War to The Tipping Point We ve read them so you don t have to Best Practice articles a selection of essays from top business thinkers Business Dictionary jargon free definitions of thousands of business terms and concepts Gurus explanations of the lives careers and key theories of the world s leading business thinkers      **From Engineer to Manager: Mastering the Transition, Second Edition** B. Michael Aucoin,2018-09-30 Providing clear expert guidance to help engineers make a smooth transition to the management team this a newly revised and updated edition of an Artech House bestseller belongs on every engineer s reference shelf The author s 30 plus year perspective indicates that while most engineers will spend the majority of their careers as managers most are dissatisfied with the transition Much of this frustration is the result of lack of preparation and training This book provides a solid grounding in the critical attitudes and principles needed for success The greatly expanded Second Edition adds critical new discussions on the development of healthy teams meeting management delegating decision making and personal branding New managers are taught to internalize the attitudes and master the associated skills to excel in and be satisfied with the transition to management The book explains how to communicate more effectively and improve relationships with colleagues Professionals learn how to use their newly acquired skills to solve immediate problems Moreover they are shown how to apply six fundamental principles to their on going work with engineering teams and management Supplemental material such as templates exercises and worksheets are available at no additional cost at ArtechHouse com      The Politics of Promotion Bonnie Marcus,2015-03-06 Break into the power circle and build relationships that advance careers The Politics of Promotion offers women the tools and guidance they need to successfully navigate the realities of their organization emphasizing the need to understand office politics to get the promotions and recognition they deserve Written by Bonnie Marcus a professional coach who focuses on helping women advance their careers this book demonstrates the impact of relationships and sponsorship on career trajectory Readers will learn why excellence and achievement aren t propulsion enough to get ahead and how networking with power and intention can make all the difference in perception reputation and promotion Far beyond the typical advice of be assertive and embrace ambition this book provides a unique and proven method for becoming a bigger player in the workplace and avoiding unexpected trip ups that can add years to the climb or end it for good Many women focus on performance thinking that good work garners promotion Too often they re left outside of the circles of power and influence

where decisions are made that affect their careers The Politics of Promotion provides a framework for breaking into that circle and taking control of one's own career path specifically showing how to Navigate office politics successfully Build and nurture key relationships Get comfortable with self promotion Avoid potentially disastrous blindsides Women who want to advance cannot afford to view politics as dirty It's the reality of the workplace one that differs between organizations and fluctuates over time Although being savvy about office politics is important for both genders unconscious bias and stereotypes create special challenges for women Learning to navigate these complex rules and customs is the key to professional recognition for women fostering relationships that reach far beyond the next evaluation Women looking to get ahead will find that the insights in The Politics of Promotion can help smooth the way Politics in Organizations Gerald R. Ferris, Darren C. Treadway, 2012-04-27 This edited volume in the SIOP Frontiers series is one of the first to look at the psychological factors behind politics and power in organizations Noted contributors from schools of management psychology sociology and political science look at the theory research methodology and ethical issues related to organizational politics and climates The book is divided into three parts Part 1 looks at the historical evolution of the field Part 2 integrates organizational politics with important organizational behavior constructs and or areas of inquiry for example in the chapter by Lisa Leslie and Michele Gelfand which discusses the implications of cross cultural politics on expatriates and within cross national mergers and Part 3 focuses on individual differences and organizational politics focusing on the nature of political relationships

**Becoming a Skilled Negotiator** Kathleen Reardon, 2004-09-08 In today's increasingly decentralized fast moving business environments your ability to negotiate effectively is your most valuable asset With Kathleen Reardon's *Becoming a Skilled Negotiator* you'll be able to develop essential negotiation skills that will help you quickly assess situations overcome conflicts adapt to unexpected developments and ultimately build valuable alliances Filled with many real deal examples from master negotiators *Becoming a Skilled Negotiator* provides an insightful look at the negotiation process from analyzing the interests of other parties to selecting your words to bring about a desirable outcome

**Business** [REDACTED] [REDACTED], 2003 The Business and Practice of Coaching: Finding Your Niche, Making Money, & Attracting Ideal Clients Wendy Allen, Lynn Grodzki, 2005-09-17 Building a thriving coaching business is a challenge An estimated 30 000 coaches have entered the coaching profession during the past five years Unfortunately the majority report they are unable to earn a living wage from their coaching services Competition is high and the knowledge of how to succeed in the business is often lacking To survive today coaches must match their enthusiasm with strong business and marketing expertise Lynn Grodzki and Wendy Allen are veteran business coaches who understand how to strategically approach the business and the practice of coaching as well as how to mentor new coaches entering the profession *The Business and Practice of Coaching* is the first text to combine a coaching approach step by step exercises direct suggestions insider's tips and motivational plans with solid business information and ideas in order to give new and experienced coaches exactly what they need to prosper in the

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**Global Leadership** Marshall Goldsmith, Cathy Greenberg, Alastair Robertson, Maya Hu-Chan, 2003-04-28 The follow up to Marshall Goldsmith's 500 000 copy bestseller The Leader of the Future Global Leadership The Next Generation systematically identifies what tomorrow's leaders will need to know do and believe in order to successfully lead the global enterprise of the future Drawing on the results of an extraordinary 2 year Accenture study of emerging business leaders this book shows why the skills of today's global leaders won't be enough and why tomorrow's leaders won't resemble today's Goldsmith and his co authors first identify five new factors of leadership and their implications global thinking appreciation of diversity technological savvy a willingness to partner and an openness to sharing leadership They explain what it will mean to lead in an era where intellectual capital is the dominant source of value how to lead people whose backgrounds and values may be radically dissimilar from yours and why achieving personal self mastery is now a fundamental prerequisite for leading others From the evolution of federated semi autonomous organizational structures to the personal leadership challenges now arising from globalism this book offers unprecedented insights into the new challenges of leadership and what it will take to meet them

**Strategic Business Partner** Dana Gaines Robinson, 2009-01-09 You'll note our reference to Human Resources and the term HR We are viewing this area in its broadest sense inclusive of the HR Learning and OD disciplines practiced today Essentially this book is written for people who work in the people side of any organization for profit not for profit and public This book is written from the perspective of someone who works within an organization whether that organization is small or large However most of the techniques and practices are relevant to those individuals who work externally in a consultative role

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in a secretive or deceptive manner Samier presents a theory of covert administration that can be used to provide an analysis and interpretation of secretive and deceptive activity inform decision making both theoretically and practically offer a means of diagnosing errant management using secretive and deceptive practices provide a general set of guidelines for determining when clandestine activities may be legitimate and moral Alongside a detailed presentation of the theory of covert administration the book explores covert administration in practice factors leading to it and the results of attempts to combat its many forms It will be key reading for researchers and postgraduates with an interest in the field as well as administrators and policy makers



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