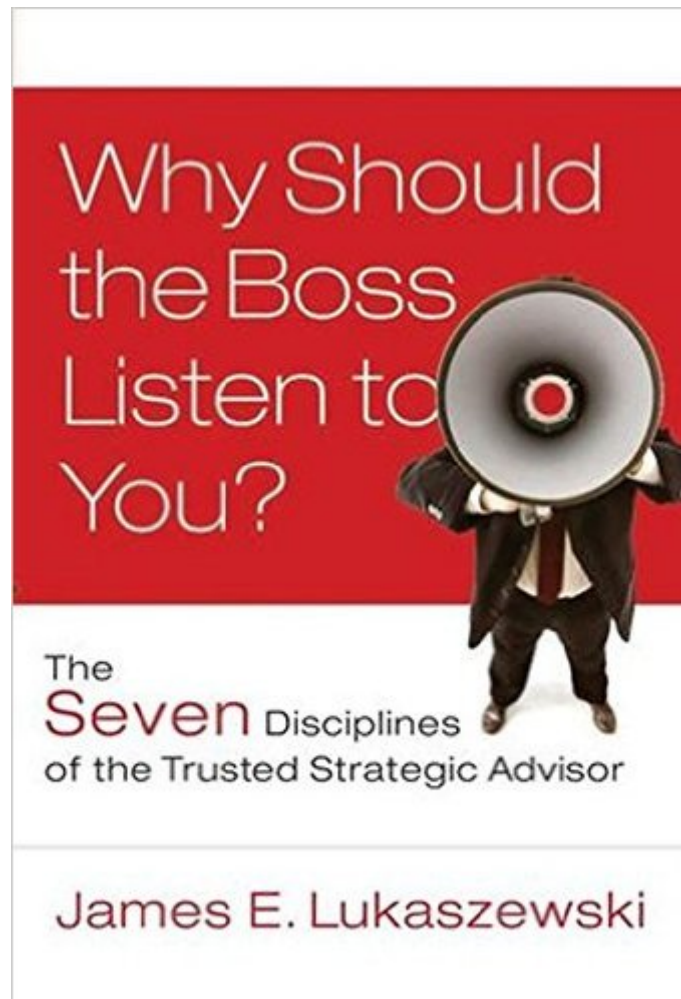


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# Why Should The Boss Listen To You?: The Seven Disciplines Of The Trusted Strategic Advisor



## Synopsis

This is a book about gaining influence and becoming a key trusted advisor. It is for everyone who advises leaders and senior managers (accounting, finance, human resources, IT, law, marketing, public relations, security, and strategic planning) and for outside consultants in these functional staff areas. It's also for operations people yearning to finally be heard and heeded by their boss.

## Book Information

Hardcover: 240 pages

Publisher: Jossey-Bass; 1 edition (February 8, 2008)

Language: English

ISBN-10: 0787996181

ISBN-13: 978-0787996185

Product Dimensions: 6.4 x 0.9 x 9.3 inches

Shipping Weight: 1 pounds (View shipping rates and policies)

Average Customer Review: 4.9 out of 5 stars [See all reviews](#) (29 customer reviews)

Best Sellers Rank: #718,932 in Books (See Top 100 in Books) #396 in [Books > Business & Money > Small Business & Entrepreneurship > Consulting](#) #1661 in [Books > Business & Money > Skills > Decision Making](#) #1975 in [Books > Business & Money > Management & Leadership > Decision-Making & Problem Solving](#)

## Customer Reviews

Why should the boss listen to you? Sweet book. A sophisticated analysis. The top is fast and complex. You read him think and analyze through issues with a decision maker. Far more than first appears. A real look at the soul of what good business can be. Everything could be like this, health care, politics.... James Lukaszewski (Loo ka SHEV skee) (szew=SHEV am I the only one that didn't know that?) sketches the boss, inner circle, advisor and staff. Explains each player. How they fit together, where they are coming from and how you contribute. The big picture is there when you finish. He has some good visuals and many lists. 7 Disciplines 5 Imperatives 4 Things to do 5 Flawed Strategies 9 Things a leader expects 11 Things you need to know to work with a boss 3 Lists of questions to consider. Nice learning device. Leaders get an unfair beating, especially from the corrupt drive-by-media. Humans like to work, leaders like to lead. Lawyers and media egos like to screw things up. Too many books could be a pamphlet, not this one. "Managers test before they trust.", a nice thought I liked in the section on trust. Something like that on every page. On half the pages I wrote a comment. An enjoyable read of deep material. His thoughts reveal a life that works.

This body of work is a protein meal. I Love this book. The CD is like an outline, How to develop a mind of a strategist. \$10 Get comfortable, close your eyes, listen. Or go to the seminar. My favorite on the CD is not in the book. It is a seven word summary of everything you need to know about unions. It is NOT negative. The 7 words will make your company better. Or The 7 words will make your union better.

Why do some professionals enjoy long and prosperous careers in business and nonprofit, thriving even during challenging economic periods? According to James Lukaszewski, one of the world's master strategic advisers to CEOs, because they've achieved the most valuable role possible in their field - key trusted advisor to leaders. In his latest book, Jim provides an extraordinary insider look at this coveted role, revealing what it is and, equally important, is not. Whether in a staff position (Marketing, PR, Finance, IT, Legal, Accounting, HR, Security, etc.), consulting in one of these fields, or in operations middle management and determined to be heard at the top, professionals must realize that serious expertise in their field is, surprisingly, only the first step towards achieving this desirable and exciting position of influence. Strategic advising to CEOs and other top management is by definition a highly complex business, and Jim strongly recommends learning seven critical disciplines. For example, many staff professionals, wrapped up in their own territory and jargon (and attitude), rarely acquire any significant understanding of general management, and yet a working knowledge is essential to becoming a trusted advisor who "must use management terms and actually execute in the management environment." Having spent his professional life performing in the line of fire, Jim generously shares his well-marked road map to the war zone that is today's executive suite. Working through his guidelines for each compelling discipline, professionals will learn how to increase their ability to contribute significantly to the leadership under a wide range of circumstances.

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