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Expect to Win: 10 Proven Strategies for Thriving in the Workplace

Carla A Harris

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Carla A Harris : Expect to Win: 10 Proven Strategies for Thriving in the Workplace before purchasing it in order to gauge whether or not it would be worth my time, and all praised Expect to Win: 10 Proven Strategies for Thriving in the Workplace:

2 of 2 people found the following review helpful. book is true...read it for ideas on how to deal in the workplace By K. Walsh Many good thoughts here. It is very true that it's more about who's your buddy at work than performance. You have to play the game a tiny bit at least..or you will be shunned. Sometimes however there are unfair advantages that you can NEVER overcome-- like...being female...or not being the same ethnic background as your boss and (usually

'his') friends. Women are valued for sex appeal and deferring to men in the work placeyes it's 2011-but this is still true no matter what folks say. So, depending on your career goals, and pace you want to move up at...button your shirt to those levels. Work hard and pray you get a good boss who is not 'typical'. This book has good tips for professional environments....but..again...underlying all the professionalism..is bias and sexual tension and unresolved power issues...and yes- I am ticked about it...but this book will give you some great guidelines on how to cover yourself professionally..the rest is murky.2 of 2 people found the following review helpful. Life Lessons with little costsBy TedeBearOverall, a well-written excellent read! Carla provides real life examples of the challenges she faced in the workplace and summarized a number of valuable lessons-learned that can benefit others climbing the corporate ladder. Highly recommend for new and mid-level business managers.1 of 1 people found the following review helpful. Motivational and InspirationalBy CustomerPowerful Pearls of wisdom and advice that can be applicable to all people of all professions, especially black women. Corporate America can be intimidating and quite scary but after reading this book and practicing Carla's pearls, I was recently promoted . Highly Recommend!I had the pleasure of meeting Mrs.Carla Harris at a Black History Month celebration at work and she was extremely down to earth and most importantly, her light shined. It was there, I learned of 'Expect to Win' as one of my mentors at work told me to read 'Strategize to Win' .

Updated in 2017 with a new author's note and chapter on building effective business relationships!Pinned by an exceptionally bright woman whose ideas will enlighten you, brighten and brilliantly ignite vision in all who read it. Out of the matrix of her wisdom emerges a book that will revolutionize your life and may very well alter your thinking as we go into a new era of time. A must-read!rdquo;mdash;Bishop T.D. Jakes, New York Times bestselling author ofnbsp;Reposition Yourself: Living Life Without LimitsCarla Harris, one of the most successful and respected women in business, shares advice, tips, and strategies for surviving in any workplace environment. While climbing the corporate ladder, Harris had her own missteps and celebrated numerous victories. She vowed that when she reached senior management, and people came to her for advice, she would provide them with the tools and strategies honed by her experience.nbsp;ldquo;Carla's Pearlsrdquo; have become the centerpiece for her many speeches and television appearances. Now, Carla shares these valuable lessons, including:middot; Authenticity: The Power is Youmiddot; The Ninety-Day Rulemiddot; Perception is the Copilot to Realitymiddot; The Mentor, the Sponsor, the Adviser: Having Them Allmiddot; Leverage Your Voice; Balance is a Necessity: Use Your Passions to Achieve Itmiddot; Expect to Win: Show Up with Your Best Self Every Day.nbsp;Expect to Win.nbsp;is an inspirational must-read for anyone seeking battle-tested tools for fulfilling their true potential.

From Publishers WeeklyDespite stellar credentials and more than 20 years of Wall Street experience, Harris, managing director of Goldman Sachs, clumsily delivers hackneyed business guidance. Broken down into chapters detailing Carla's Pearls of career advice, the author reneges on her promise to provide practical, strategic tools or specific, play-by-play answers and strategies for business success, depending instead on such standard business-book fare as Be yourself, Know your goals, Brand yourself and Find a mentor. Harris's strength is in her supportive tone; she speaks forcefully about asking for what you want, developing a winner's lens (the ability to always see yourself as a winner and present yourself as such) and the titular expectation of success, all reasonable advice. But handicapped by halting, repetitive writing and the mobbed state of the business self-help shelves, groaning with similar books offering more substantive strategies than this one, this title will likely sink without a trace. (Jan.) Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. "Advice books are like oysters: rarely do they contain precious pearls.nbsp;Expect to Win.nbsp;is one of those exceptional finds. A book born of deep experience, hard-won insight and abiding faith, this is a guide for the purpose-driven and perplexed alike. In tumultuous, challenging times like these, I can't think of a book better suited to helping chart a sure path to success. Whether you're seeking professional instruction or personal inspiration, take my advice: put this book at the top of your reading list."mdash;Richard D. Parson, former chairman of Citigroup, former chairman and CEO of Time Warner "Carla's practical, up-front, realistic perspective on becoming victorious in an ultra-competitive world is the 'key' to so many locks. Her insights are personable, powerful, and valuable. She's a treasure!"mdash;Terrie M. Williams, author ofnbsp;The Personal Touch: What You Really Need to Succeed in Today's Fast-Paced Business Worldnbsp; "Finally, Carla has answered the pleas of her many devotees! Carla's public speaking always ends with people rushing the stage seeking just a few more words of wisdom or asking Carla to repeat some highlights. Now, all of those queries are addressed in her book and they are presented in a way that makes them easy to understand and quite actionable. And, as always, Carla does it in a way that only she can!! Expect to winmdash;Carla did!"mdash;Sharon Hall, Managing Partner of Spencer Stuart Executive Search Firm nbsp; ldquo;Pinned by an exceptionally bright woman whose ideas will enlighten you; brighten and brilliantly ignite vision in all who read it. Out of the matrix of her wisdom emerges a book that will revolutionize your life and may very well alter your thinking as we go into a new era. A must-read!rdquo;mdash;Bishop T.D. Jakes, New York Times bestselling author of Reposition Yourself: Living Life

Without Limits About the Author Carla Harris is a Vice Chairman, Wealth Management, Managing Director and Senior Client Advisor at Morgan Stanley. Harris has extensive industry experiences in the technology, media, retail, telecommunications, transportation, industrial, and healthcare sectors. She was appointed by President Barack Obama to chair the National Women's Business Council. She is the author of *Expect to Win* and *Strategize to Win*.