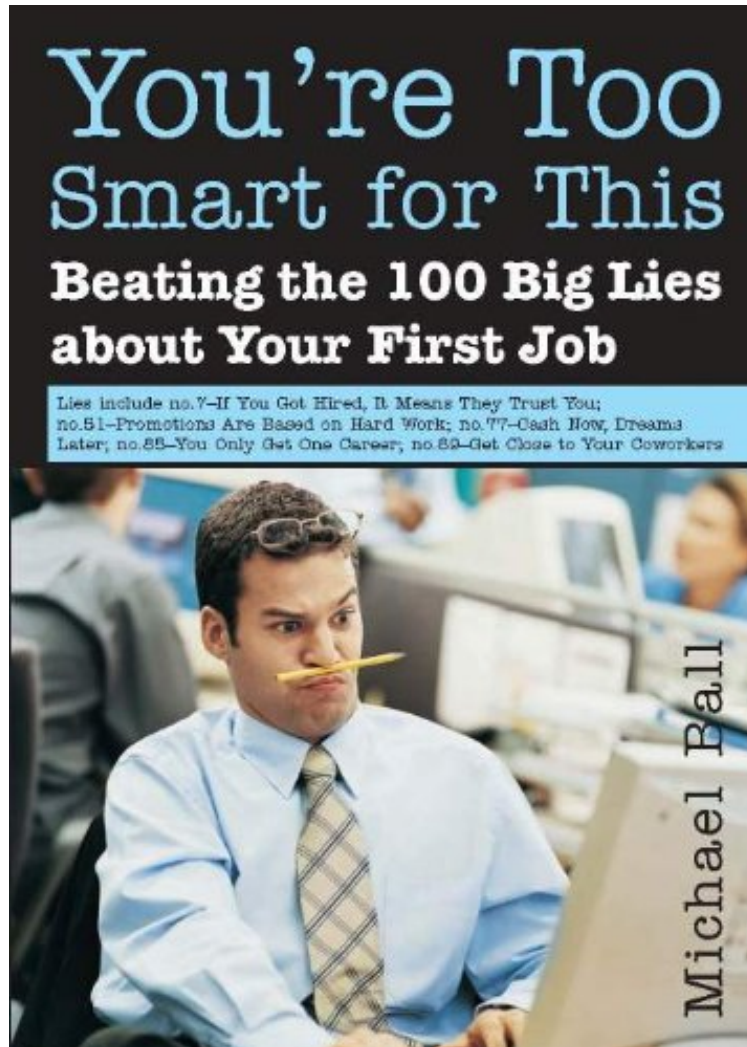


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You're Too Smart for This: Beating the 100 Big Lies about Your First Job

Michael Ball

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Michael Ball : You're Too Smart for This: Beating the 100 Big Lies about Your First Job before purchasing it in order to gauge whether or not it would be worth my time, and all praised You're Too Smart for This: Beating the 100 Big Lies about Your First Job:

1 of 1 people found the following review helpful. Real, real world adviceBy Jonathan EncarnacionPretty legit advice in this book. Work place reality with a dose of humor - pretty well done. Cover reminds me of Office space the movie :)1 of 2 people found the following review helpful. It's Funny Because It's TrueBy Kally Z.I've bought four additional copies of this book to share the wit and wisdom with my brother and new co-workers fresh out of college. Michael Ball is hilarious and sarcastic, but also sneakily inspiring and reassuring. I thought the transition from college to the

corporate world was a surprisingly underrated and overwhelming change. This book made me laugh because it's smart, true, and not afraid to tell the depressing truth. It's an easy read, broken up into 100 different lies about work and peppered with fun comments and quotes in each section. Besides the humor, there's a subtle comforting message that lets you know your initiation into Corporate America is normal. A fun, easy read for anyone - especially college grads, young 'corporateers', and anyone with a sense of humor about office life. 10 of 11 people found the following review helpful. The raw truth about the real world

By Rolf Dobelli

Michael Ball's book is a brutally candid manual for the new college graduate starting out in the corporate world. Written in a witty, often bawdy style, it parses out specific advice and general wisdom, distinguishing between the expectations the new employee may hold and the realities of entry-level work. Ball's straight talk is dressed up with pertinent quotes from a broad range of sources, including philosophers and novelists, management books, business case studies and popular culture. Some of his advice is common sense, like admonitions against romancing your co-workers or being too vocal in meetings. Some of it exposes nuances of the corporate environment, including office politics and how organizations form and operate. We recommend this book to the novice job holder, who will benefit from being forewarned. We also recommend it to human resources executives, managers who deal with recent college graduates and senior managers who want insights about what is going on at the ground level. The book's structural gimmick - its refutation of so-called "lies" about the corporate world - can seem like shtick. Although the lies are entertaining, the book actually communicates a number of useful truths. Those who learned life's lessons the hard way will find confirmation in Ball's maxims; they may be the first to suggest that those who are starting their careers should start reading this first.

Your first job isn't all it's cracked up to be . . . You just spent \$100,000 on a college degree to make photocopies. And your manager probably isn't even happy with them. Life at the entry level isn't about what school you graduated from, or even who you know. It's actually about paying dues and brownnosing and keeping your foot out of your mouth during meetings. You're Too Smart For This explains everything your college professors didn't:

- Understand how college has no application to reality, or anybody living in it.
- Come to terms with doing gruntwork and smiling while being yelled at.
- Get straight with operating on a team - putting personal interests second, for once.
- Negotiate office politics, and recognize when to keep quiet (e.g., "the daytime").
- Earn the right promotion or transfer, instead of quitting and being poor again.
- Locate a balanced work life, not based on social sacrifice and being hostile.

You're Too Smart For This will help you get the hang of the working life soon enough. And even have some fun with it. Especially at happy hour.

From Publishers Weekly

Ball's guide to the world after "four years of all-night keggers, random hook-ups, and drone-on professors" aspires to be a career guide for all recent college grads, but the author's narrow focus on "grunt" white-collar jobs and his pedestrian contrarian worldview together conspire to muffle the few rewarding tidbits Ball sneaked into this collection of pedantic conjecture. Ball's 100 lies range from the adroit ("Good Ideas Sell Themselves") to the irrelevant ("You'll find 'the One' in a Bar"), and his discourse on each is distinctive only in stereotypes, as in, "Most guys have their priorities dictated to them by their penis and their wallet," while women, the reader learns later in the same paragraph, are interested in "finding a husband and finding a shoe sale." A slick design encased in a small, portable sized book works in lots of quotations from ancient and modern sages, but even here, Ball can't contain his gauche gushing: "We do not remember days; we remember moments," for example, is followed by Ball's rejoinder, "For men, the hope is that the moment isn't too fast." The clever design may attract some readers, but the allegedly bubble-bursting content is as groundbreaking as a yellowed Dilbert clipping.

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About the Author

Michael Ball is the founder and CEO of Career Freshman Co., the entry level training authority to the Fortune 1000. A former Big Four consultant and Silicon Valley dot-comer, Ball saw too many smart college recruits doing dumb things besides their jobs and devoted his own career to making gruntwork hurt less. Michael holds a degree in psychology and business from UCLA, and lives in Los Angeles.