How to Think Like a CEO - The 22 Vital Traits You Need to Be the Person at the Top

Drawing on in-depth interviews with hundreds of the nation's top executives, D. A. Benton explains the 22 vital traits that make a CEO - the leader responsible for making decisions, guiding teams, selling ideas, managing crises, and conquering the mountains before them. You'll penetrate the mystery of why some people make it to the top and some don't, when they're all equally good at their jobs. You'll learn how to avoid getting fired and how to get promoted more quickly, how to enjoy the quality of life you want and deserve, and - if you decide you want to be the Big Boss - how to have the right character traits to get there. These are some of the traits that make a CEO. Are you ready to make them yours? You're gutsy and a little wild - yet modest and in control. You're competitive and tenacious - yet flexible and generous. You're willing to admit mistakes - yet unapologetic. You're secure in yourself - yet constantly improving. You're original and straightforward - yet think before you talk. Make your ascent not only gratifying, but also exhilarating and fun. This is how chiefs run the show - and how you can act like a chief to become a chief, even sooner than you dreamed.

How to Act Like a CEO: 10 Rules for Getting to the Top and Staying There

If anybody knows what it takes to get you to the top of the corporate ladder, it’s #1 executive coach Debra Benton. Now, in this follow-up to her best-selling How to Think Like a CEO, she draws upon her work with top-level executives at corporate giants such as AT&T, Colgate, Pepsi, Mobil Oil, Nabisco, American Express, and McKinsey, and interviews she conducted with 100 CEOs around the world, to: • Identify the 10 “rules of the game” ambitious managers need to follow if they want to make it to the top slot • Show how successful CEOs apply the rules in their everyday business dealings, and what happens when they break them • Provide managers with valuable pointers on how to apply each rule in their professional lives Written by one of the most respected executive coaches in the world, How to Act Like a CEO is must reading for ambitious managers in every industry, whether they aspire to being CEOs or not.

Managing Up - How to Forge an Effective Relationship With Those Above You

Everyone has a boss. And anyone who has aspired to move up the corporate ladder knows that their relationship with those they report to is crucial. In Managing Up Rosanne Badowski offers a straightforward, entertaining, no-holds-barred account of what it takes to make your relationship with your boss work to your advantage, no matter where you stand in the corporate hierarchy. Told through rich, colorful anecdotes about her years spent working with one of the smartest, most demanding and dynamic business leaders of the twentieth century, legendary GE CEO Jack Welch, Badowski reveals the secrets to career success she has gleaned over the years. At
heart, it’s about working with the person above you to create a productive and effective partnership. Everyone is a manager, in one way or another, Badowski points out. She discusses first-hand what it’s like to have to be a mind reader, to anticipate the future, to plan for the unexpected, and to perform the impossible. With refreshing candor and a hint of attitude, Badowski’s advice is unlike any other. She advises us that “Impatience is a virtue,” to “Have no shame,” and to “Beware the too-quiet office.” Having worked in one of the most challenging, high-profile corporate environments anywhere, no one knows more about prioritizing, about making decisions on behalf of your boss, about sifting through a daily barrage of data and information, about multitasking at warp speed, and exhibiting grace under fire. Ultimately, Badowski says, excelling at what you do is about a shared passion for the job. Managing Up is an invaluable guide for managing your career and juggling responsibilities with finesse and confidence. It should become a management bible for anyone hoping to get ahead in their profession.

**Pretty Good Advice - For People Who Dream Big and Work Harder**

Straight talk and mild rants from one of beauty’s biggest success stories Called the “Queen of Beauty” and the most influential lone woman to impact the beauty industry since Estée Lauder by the New York Times, Leslie Blodgett’s story is anything but ordinary. As the CEO of BareMinerals, she reinvented how beauty was sold by tapping into the power of community before the idea of social media existed. In 2006, Blodgett took the company public in one of the largest cosmetic IPOs of the decade, and in 2010, the company was acquired for $1.8 billion. Pretty Good Advice is her next chapter. This refreshing book features 97 candid and entertaining insights on business, life, and beauty. Personal and often surprising, Blodgett dishes on leading with humor, why wearing blush and reading obituaries are two of the most optimistic things you can do, and why you owe it to your co-workers not to be boring. Pretty Good Advice is full of frank, actionable advice to help light a fire under you.

**How to Become CEO - The Rules for Rising to the Top of Any Organization**

Now Updated and with New Success Tips for Everyone, at Any Level! Vision, persistence, integrity, and respect for everyone in the workplace—these are all qualities of successful leaders. But Jeffrey J. Fox, the founder of a marketing consulting company, also gives these tips: never write a nasty memo, skip all office parties, and overpay your people. These are a few of his key ways to climb the corporate ladder.

**Great Captains - A Course of Six Lectures Showing the Influence on the Art of War of the Campaigns of Alexander, Hannibal, Cæsar, Gustavus Adolphus, Frederick, and Napoleon**

This work from the late 19th century analyzes the greatest commanders in history and their influence on the development of military strategy and tactics.
The CEO Difference: How to Climb, Crawl, and Leap Your Way to the Next Level of Your Career

Stay relevant, stay connected, STAY AHEAD OF THE GAME. When it comes to getting ahead today, your talent and experience matter. The problem is, someone else going for the promotion or business opportunity has a résumé that’s as good as, if not better than, yours. If you want to get ahead, you have to be different. You have to stand out from the crowd. You have to get decision makers to talk about you. No one understands what it takes to succeed in today’s business landscape better than D. A. (Debra) Benton. A globally recognized consultant, Benton has spent more than 20 years helping business professionals like you perform better and achieve more. In The CEO Difference, Benton gives you the insight and tools to make subtle changes in your presentation, attitude, and leadership style that will dramatically increase your leadership effectiveness—and, consequently, help you enjoy work and life. Learn how to differentiate yourself with tangible steps to get where you want to go: Authentically and effectively differentiate yourself in appropriate ways Inspire teams and organizations to be more productive and prosperous Understand yourself, change your mindset, and present yourself in a way that people are receptive to Create, manage, and mentor successful individuals and teams Remain intellectually curious while making meaningful contributions to your organization Competition for the top spot has never been fiercer. “Today, you have to exceed in a group of ‘exceeders,’” Benton writes. But it’s not all about improving your job performance. You are already knowledgeable, competent, and hard-working. It’s about doing typical things in atypical ways. It’s about doing things that add organizational value—without being asked. It’s about having what your competitors don’t: The CEO Difference. Praise for The CEO Difference “In our competitive world, finding a way to differentiate oneself is a key to success. Benton profiles a range of tried-and-true differentiators that can make all the difference.” —Jim Goldman, President and CEO, Godiva Chocolatier “After reading this book, you'll understand why D. A. Benton is ranked one of the world’s Top 10 CEO coaches. She provides a succinct, real-world summary of what it takes for senior executives to differentiate themselves in an ever more competitive world.” —Daryl Brewster, CEO, CECP (Committee for Encouraging Corporate Philanthropy); former CEO, Krispy Kreme; and former President, Nabisco “Benton does it again! A great how-to book to boost you the last little way to the top (and be loved while doing it!).” —Reuben Mark, retired Chairman and CEO, Colgate-Palmolive Company “Benton offers practical advice to aspiring leaders to help them authentically and effectively differentiate themselves in the workplace. A very worthy read.” —Doug Las R. Conant, Chairman, Avon Products, and former President, CEO, and Director, Campbell Soup Company “D. A. Benton is a trusted advisor for CEOs and leaders. She coaches her clients to not only be the best leader they can be, but also on how they can best create, manage, and mentor successful individuals and teams.” —Deanna Mulligan, President and CEO, The Guardian Life Insurance Company of America

The Ten Roads to Riches - The Ways the Wealthy Got There (And How You Can Too!)

Profiles of some of America's richest people and how they got that way—and how you can too!
While we can't promise that this book will elevate you to the ranks of the super-rich, we can say that within its pages you'll discover everything you need to know about how, exactly, many of America's most famous (and infamous) millionaires and billionaires acquired their fortunes. The big surprise is that all of the super-wealthy it profiles got where they are today by taking one of just ten possible roads—including starting a business, buying real estate, investing wisely, and marrying extremely well. Whether you aspire to shameful wealth or just a demure fortune, bestselling author and self-made billionaire, Ken Fisher, will show you how to walk in the footsteps of tycoons—all the way to the financial success you dream of and deserve. Packed with amusing anecdotes of individuals who have traveled (or tumbled) down each road to wealth Extracts valuable lessons on how you, too, can achieve serious wealth, and, just as importantly, hold onto it Provides powerful tools for determining what you need to do to position yourself for success and "Guideposts" and "Warning Signs" to help keep you safely on your road to success Second Edition features more profiles and instructive examples than were found in the bestselling first edition

**Lions Don't Need to Roar - Using the Leadership Power of Personal Presence to Stand Out, Fit in and Move Ahead**

The woman who made self-presentation an art shows how to use professional presence to stand out, fit in and move ahead. Covers the empowering pause, posture, gestures, and more.

**Management for Cannibals - How to Become Chief Eating Officer**

Admittedly, this book pushes the picture to the extremes. Here in the American corporate culture, we don't eat each other. We don't have shamans. Our CEOs don't eat too much out of the common pie, do they? If you are a wise person, you will find a lot of sound advice on how to be a successful manager. Then again, if you are wise, why would you want to be a manager in the first place? If you are smart and have a sense of humor, you will have fun, and the advice in this book will aid your success as well. If you don't have a sense of humor and you are not a manager, you will satisfy your grudge against them. And if you have no sense of humor and you are a manager Well, maybe you should not read this book. Just continue to do whatever you do, and let the rest of us have fun watching you. Disclaimer: If you choose to follow this book to build your management career, we strongly advise against following it literally.