

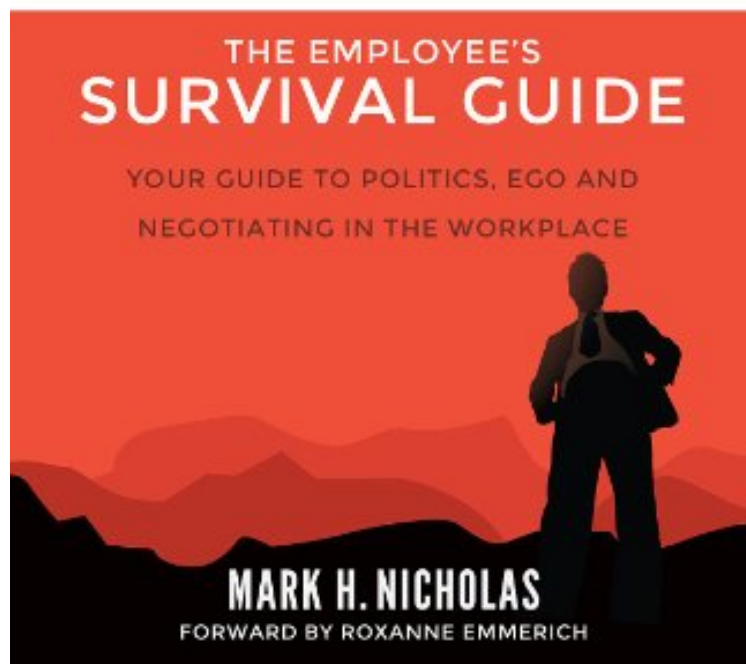
[Free] It's Not Just Business: Your Guide to Politics, Ego and Negotiating in the Workplace

It's Not Just Business: Your Guide to Politics, Ego and Negotiating in the Workplace

Mark Nicholas

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2 of 2 people found the following review helpful. Practical and ImportantBy Joe AitkenThis book should be required reading for anybody studying business - it covers everything about work that is absolutely essential, but you were

never taught. As valuable as other theoretical business skills are, nothing will help you more than the real-world practical advice in this book. It helps you manage and use relationships and workplace politics to your own advantage. And, all of these ideas are written with simplicity and clarity rare in such a useful book. 1 of 1 people found the following review helpful. Essential reading for survival in the modern economy....By Linda Robb The Art of self-reflection is never lost in Mr. Nicholas' writings. His latest book is no exception. The author leads you through the natural process of success while navigating the land-minds that can derail even the most thriving career. One part analysis, one part strategy, a MUST READ for anyone in any stage of their career. Highly Recommended. 0 of 0 people found the following review helpful. Must-read for all humans By Mac Guy Great book and an easy read. I think this should be a must-read for anyone going out into the business world, anyone already IN the business world who isn't getting as far as they think they should, and also... ANYONE else! The perspective of the author can be applied to all sorts of situations in business and outside of it. Life is a negotiation. :-)

It's Not Just Business is designed to give you the edge you need to navigate the complex business world and the equally complex people who reside there. Business is about human nature, goals and emotion, with all of the quirks and flaws; and it is about forgiving people for being human, and business for being compromised of people. Loaded with practical advice that you can instantly put to use, subjects include business politics, ego, negotiations, group dynamics, game theory, prisoner's dilemma, perception issues, managing and being managed and personal balance and survival.

Don't be put off by what may seem at first like workplace cynicism! This is a book that makes you look at yourself, your colleagues, and the world of work with fresh eyes. It'll make you laugh out loud while you shake your head-but mostly it'll make you think. --Alan M. Webber, Founder of Fast Company Magazine and Best Selling Author of Rules of Thumb: 52 Truths For Winning at Business Without Losing Your Self Mark Nicholas has given people at all levels the final exam answer key for the school of hard-knocks. --Roxanne Emmerich, Wall Street Journal Best Selling author of Thank God It's Monday Even in a world of rapid change, some things are unchanging. Read this book and let Nicholas show you those unchanging realities in the business world. It will take a decade off your learning curve. --Matthew Kelly, New York Times Best Selling author of The Dream Manager... Nicholas has really captured not only the importance of knowing who we really are and facing up to that, but how... to be aware of our weaknesses and how to use these to our advantage... Read this book and be enlightened! --Lesley Everett - International Speaker and Best Selling Author of Drop Dead Brilliant M.H.'s It's Not Just Business is a colorful look at the business of business. A light book about a serious matter, it's a highly entertaining read! --Marshall Goldsmith - Million selling author of What Got You Here From the Author I entered the business world with two goals in mind: to make a living and to change the world - a straight-shooter with a voice of honesty. In this sense, I was not successful. Throughout all of the organizations that I have worked for and with, and throughout all of the clients I have assisted, everyone sees the world from their own unique perspective. Everyone has biases and quirks, strengths and flaws. People resist change, oftentimes fanatically. I learned that the person who decides to try to stay above the fray will get eaten alive. It's Not Just Business is a collection of experiences and contributions from my years in business, as well as so many others, with practical advice for surviving and succeeding in light of the fact that individuals are unique, flawed, and unchangeable. We take the business and the people as they are, with all of their attendant issues - and we succeed or fail on those terms. I am proud to share this with you and hope that this offers practical and helpful advice. These are, quite literally, lessons that I sure wish I learned much earlier in my career. About the Author M.H. Nicholas has been an entrepreneur, attorney, educator and speaker for nearly two decades. His career requires an intimate knowledge of human behavior, in particular as it relates to negotiating deals, and handling a wide range of employment and other interpersonal matters. He teaches classes in business and negotiation and speaks at national conferences in the finance and entertainment industries. Nicholas has helped hundreds of clients launch and succeed in their businesses and has consulted in every aspect of the business relationship. He lives in Los Angeles with his wife and daughter. For fun he spends time with his family, travels, sails, and takes photographs. nbsp;