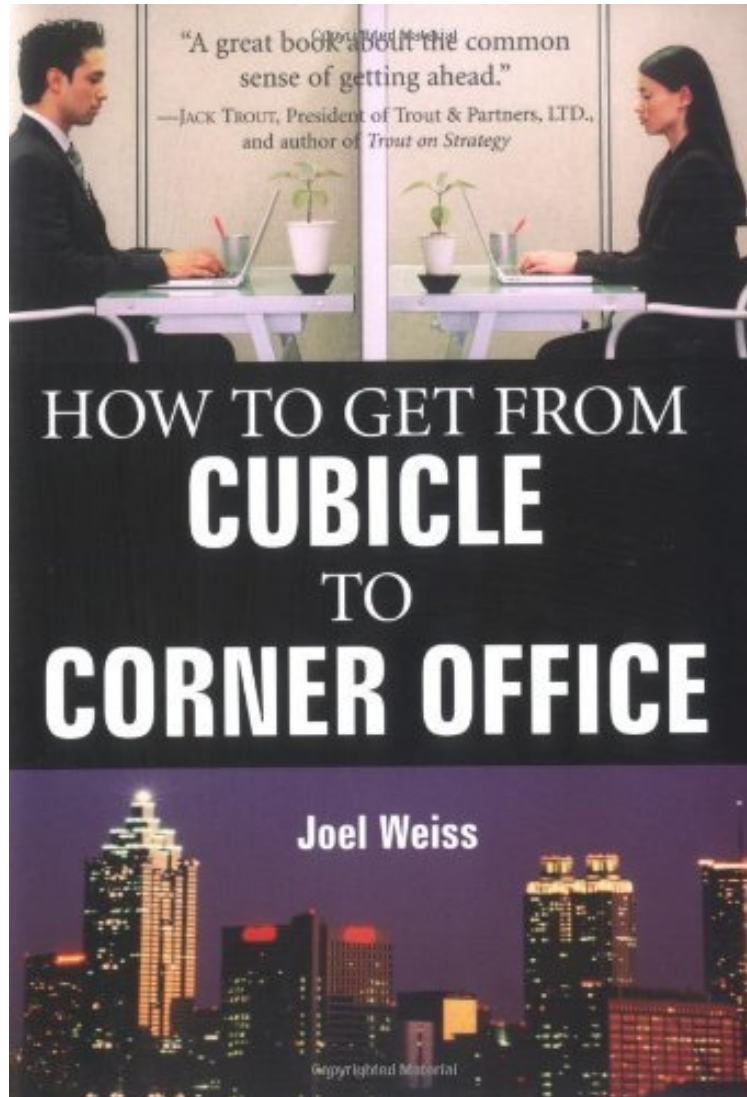


(Ebook pdf) How To Get From Cubicle To Corner Office

## How To Get From Cubicle To Corner Office

Joel Weiss

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**Joel Weiss : How To Get From Cubicle To Corner Office** before purchasing it in order to gauge whether or not it would be worth my time, and all praised How To Get From Cubicle To Corner Office:

5 of 6 people found the following review helpful. Excellent Book - my secret little bible for job success By James Lomas  
This book is the accumulation of common sense from a very accomplished businessman, Joel Weiss. Essentially, this book is all the important advice they don't teach you in school. I graduated from Yale in 2003 -- it was a great school, but they didn't teach me a jot about how to succeed in business. This book has become my little bible for doing the right thing on the job. Some advice is common sense, like 'show up on time.' But other things I never would have known, like 'ask to read their business plan.' (You should have seen my boss's eyes light up when I asked to read the plan...) My favorite thing about this book is the format. Each chapter is only 5-6 pages long, and

covers a specific piece of advice. Joel backs up every piece of advice with a story or two from his own experience, which really gives the book a human element. Each chapter ends with a few famous quotes to back up the main theme. This is a book to read, and re-read for advice. It sits by my bed, and I'll read a chapter or two to psych me up every once in a while. This isn't some new 'job philosophy'--it is about 30 specific suggestions for doing well, getting promotions, and even creating new job positions within a company. It matters less and less where you went to school--people only really care about job performance. I have to say that this would make the perfect graduation gift to anyone planning to get a job.

2 of 2 people found the following review helpful. A More Successful Life By Rebecca of "It is one of the most beautiful compensations of life, that no man can sincerely try to help another without helping himself." ~ Ralph Waldo Emerson

Joel Weiss' inspirational book is geared towards career minded individuals who want to move from where they are today to a place of greater influence and success. The subjects covered in this book reach beyond the business world and can apply to anyone wishing to succeed in life. Some of the topics include: Having a Positive Attitude Being a Doer, Not Just a Talker Putting in Extra Time and Effort Being Gracious at Winning and Losing Striving to be Fair Being Responsible and Reliable

On the very practical side, this book teaches you how to prepare for meetings, map out your career, ask for what you want and communicate in a way that ensures success. Throughout the book there are tips like this called "Remember This:" "The support and cooperation from the people around you will greatly determine your success. Don't try to go it alone. Use the best talent to brainstorm and help on projects. Delegate and recognize all contributions. Extend your network beyond your normal boundaries." ~ Pg. 41

After reading this book I can say I can think of a lot of people who would benefit greatly from reading this excellent book on living a more successful life. Even one quote from this book could change your life or send you in a new exciting direction. This book will be especially appreciated by anyone who intends to accept a promotion or who is already in management or a position where they have to make decisions for others on a daily basis. This is the type of book you want to buy for all your friends as gifts because it will further their success and give them more job satisfaction over the years as they reach for their dreams. I especially enjoyed the "recap" at the end of the book, which has affirmations for success and it can also be used to measure your current success so you can make goals for your future. "You realize you can learn from others and have become much more observant, identifying good role models for yourself." ~ pg. 139, Recap

6 of 6 people found the following review helpful. Wished I Read This Book Earlier In My Business Career By Long Time Advertising Agency Owner "How To Get From Cubicle To Corner Office" by Joel Weiss is the kind of book I wish I read when I was starting my business career more than 50 years ago. This is a practical fast-read guide to achieving success in the business world. There are no elaborate formulas or extensive theories. Rather, Weiss stresses the importance of basic skills that helped propel him up the corporate ladder. In a chapter titled, "Present the Unshakable Facts." Weiss quotes a memo from the late Harold Geneen, chairman and CEO of ITT, who wrote to him as well as 100,000 other employees under his command about "apparent facts, assumed fact, reported facts and hoped-for facts." Weiss cites his military experiences as an intelligence officer which enabled him to reach good solid decisions through a six-step process. And in a chapter, "Ask For What You Want," he related a story of sitting next to his CEO on a 3 hours plane ride, he presented his case that the company needed a chief administrative officer and that he could do the job. The job was created for him and he became Chief Administrative Officer of the Burger King Corporation. This book is crammed with such examples and strategies on improving your status in a business organization. I particularly recommend it for the new college graduate and those in mid career.

How to Get from Cubicle to Corner Office distills the lessons from a lifetime of executive experience into 29 clear keys on everything from how to win-and lose-gracefully, to how to recognize the important lessons that come your way, to how to choose the right role models. The message of How to Get from Cubicle to Corner Office is simple but empowering: you can become the employee everyone wants, the one who gets the promotion, the raise, and the respect. Through real-life examples and practical suggestions, author and executive Joel Weiss identifies these fundamental building blocks for success, creating an easy-to-absorb handbook of the "basics" in business. The book is organized in two parts: the professional skills required for success, and the personal skills and traits that are also vital to getting ahead. Each chapter carries a concise message that is easy to remember and can be immediately applied. The final chapter features "The Profile of a Successful Person," a bulleted list for quick reference. Whether you've just completed an MBA or you've been working the same job for a decade, How to Get from Cubicle to Corner Office is the book that will help you get to the next level in half the time. Joel Weiss is a seasoned executive and manager with more than fifty years of experience in business and the military. He held the position of Chief Administrative Officer and Executive Vice President of Burger King Corporation. He was also a manager, director, and divisional vice president of ITT, working in the U.S.A. and six other countries for more than fifteen years. He served as a Major in the U.S. Air Force as Director of Intelligence for a fighter bomber wing and was also Director of Intelligence for the New Jersey Air National Guard. He holds a BS and MBA from Rutgers University and lives in Chagrin Falls, Ohio.

From Publishers Weekly Although occasionally rambling in its tone and execution, Weiss's slim book nonetheless

presents a concise overview of the skills young business people need to master if they want to make their way into the executive realm. Weiss draws upon decades of experience in the military, at Burger King Corp., and with telecommunications companies like ITT to present his 28 "professional practices" and "personal traits," among them "ask for what you want" and "be a doer not just a talker." Many of these skills will be familiar to readers of management books and Weiss's tone could have been much more invigorating-as it is, he often gets sidetracked by less than entertaining anecdotes-but novice office workers in need of some quick wisdom would do well to look over this little volume of hard-earned truths. Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved.

From the Inside Flap Have you found yourself dreaming of the view from the corner office? Did you know that there are common-sense skills that you can practice that will help you get there in half the time? How to Get From Cubicle to Corner Office is filled with secrets on how to fast track your career in today's business climate. With inspiring stories and quotations, author Joel Weiss leads you through a series of valuable lessons on how you can improve your performance and garner the attention that leads to promotion. Divided into "professional skills" and "personal skills," How to Get From Cubicle to Corner Office will teach you how to get your facts straight, plan and organize information for effective meetings, as well as how to plan your career, maintain your appetite for aggressive learning, and nurture a positive attitude. Each chapter carries a concise message that is easy to remember and can be immediately applied. Whether you have just completed an MBA or you have been working the same job for a decade, this is the ideal reminder that victory, more often than not, is the result of the persistent application of common sense. Joel Weiss is a seasoned executive and manager with more than fifty years of experience in business and the military. He held the position of Chief Administrative Officer and Executive Vice President of Burger King Corporation. He was also a manager, director, and divisional vice president of ITT, working in the U.S. and six other countries for more than fifteen years. He served as a major in the U.S. Air Force as Director of Intelligence for a fighter-bomber wing and was also Director of Intelligence for the New Jersey Air National Guard. He holds a BS and MBA from Rutgers University and lives in Chagrin Falls, Ohio.

From the Back Cover "Joel Weiss has captured the essence of years of management experience, wisdom, and hard-learned lessons on life on the fast track. This should be required reading for all progressively oriented business leaders." Ron McDougall, Chairman, Brinker International "I can only imagine the positive impact that this book would have on the business world if every person who read it took away a few reminders of the solid fundamental business principles continuously reinforced." John Wurzburger, Vice President Latin America, Avery Dennison "Sound advice from a guy who has his feet on the ground and his head in the sky. That's a rare combination." Al Ries, co-author, The Origin of Brands "You have captured decades of wisdom and sage advice into a quick read, all learned the old-fashioned way-on the job. This is 'must' reading at Fisher University and should be incorporated into the curriculum at every corporate university in America." Tom Rea, Vice President, Human Resources, Fisher Scientific, Inc. "A unique, well-written, insightful, and practical book of powerful concepts. Joel Weiss has cut directly to the nut." Dr. Rom Markin, Dean Emeritus of the Washington State University School of Business "Sound, simple techniques and insights to quickly advance your career that are never taught in college and seldom learned on the job . . . until it's too late. A must-read if you want to leap-frog your career." Philip Yaeger, Vice President, Adcom Communications.