



BuyBy "V" I enjoyed the book and this was a great price compared to a book store. 17 of 17 people found the following review helpful. Not Just For Women: For Everybody! By Dr. Cathy Goodwin As a career consultant, I will refer clients to this book. I find male clients have questions similar to females and it is important to avoid categorizing a workplace challenge as "women only." That said, this book fills a need among today's workers. Those who are completely new to a situation will benefit by following the guidelines. You could do worse! But it's important to realize that when it comes to career strategy, we rarely have simple answers. You're taking a risk regardless of what you do and almost any strategy can backfire. No guarantees! I particularly like the section on interviewing for information. Few books spell out the differences between new and experienced career changers. As these authors say, senior executives rarely go out on "interviews for information." They're more likely to have coffee or drinks and talk. And at the senior level, you're more of an equal. You may be able to help the person you're meeting -- or you will someday. We have some areas of disagreement. But as I remind my own clients, every advisor or consultant will be fallible. We all make mistakes and nobody's right all the time. Here are 3 areas where I take a different slant on career change and job search: (1) When you are job hunting, the authors suggest calling to ask if your resume was received, and then using the opportunity to sell yourself. I say that strategy can pay off handsomely but can also backfire. I wouldn't encourage clients to try to sell themselves to Human Resources. HR typically acts as a gatekeeper: they're only interested in ways to say no. If you reach the hiring manager you're more likely to win with this strategy. (2) You need to relocate for personal reasons and your company has a branch in your destination city. The authors suggest you mention your personal reasons ("My mother has cancer") with the request. I encourage my own clients to avoid disclosing personal details. Let's get real: you never know when this information will be distorted and/or used against you. You give up a lot of power when your company knows you aren't marketable because you won't move. (3) When searching for a mentor, remember the rules change if you approach self-employed professionals. It's not uncommon for mentors to pay for advice and guidance. Sometimes it's hard to tell the difference between mentors and coaches. On another note, the authors encourage readers to join Toastmasters or take a public speaking course to gain confidence. Your experience will vary a great deal depending on the club or class. For advice on telephone negotiation and one-to-one meetings, I would recommend hiring a coach or consultant. The book has gotten rave reviews from famous names. The back cover includes endorsements by Kelly Ripa, Robin Roberts and Barbara Corcoran, all admirable women. I'd like to hear from more in-the-trenches career consultants and recent career changers and job seekers, both men and women.

Expert advice from Women For Hire, the leading recruitment services firm for professional women Asking the essential question at the right moment is a skill, one that any woman can master quickly. And it is a powerful tool that can get women more of everything they want in the workplace. Take This Book to Work identifies questions that every woman should master, with expert advice on each question, including: \* How to ask for the things you really want, such as more responsibility, references, work schedule flexibility, and more \* How to tailor your body language and voice to be at their most persuasive \* Which details will best support your request, and how to organize them most effectively \* What not to ask and why \* And so much more! This is a user-friendly guide from Tory Johnson and Robyn Freedman Spizman, jam-packed with all the guidance every woman needs to approach her next request with courage, confidence, and success.

From Publishers Weekly The value of this book may rest more with the questions it raises than its answers. Following their first collaboration (Women for Hire's Get-Ahead Guide to Career Success), Johnson and Spizman offer women a primer on how to ask for the things that make a career successful--from getting hired to thriving in and advancing in a job. Each clear-cut game plan includes behavioral and conversational tips, workplace insight, pointers on anticipating obstacles and a balance of encouragement with advice on being realistic. When asking for a raise, for example, "base your request... on accomplishments, not personal needs," and keep in mind that the average annual raise in the U.S. is around 4%. The suggested language can be a bit stilted, but provides a useful framework for an actual conversation. A range of "tenacious" female professionals provide "She Asked For It!" sidebar anecdotes of asking and receiving, window-dressing that lends welcome "you-go-girl" inspiration. Because the questions and concrete tactics cut across all stages of a career, this guide should be of interest to anyone who needs help framing requests for what they want or deserve. (Oct.) Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. "This book gives you the most practical and valuable advice for getting exactly what you want and deserve at work."--Kelly Ripa "So many of us have struggled to find the right words and inspiration to get what we want in the workplace. This book can truly change that for you! No-nonsense, concise, and compelling."--Robin Roberts, coanchor, Good Morning America "The ultimate guide for nice girls who want to get ahead--practical, engaging, clear, and helpful. Don't miss it!"--Barbara Corcoran, founder of The Corcoran Group and author of If You Don't Have Big Breasts, Put Ribbons On Your Pigtails