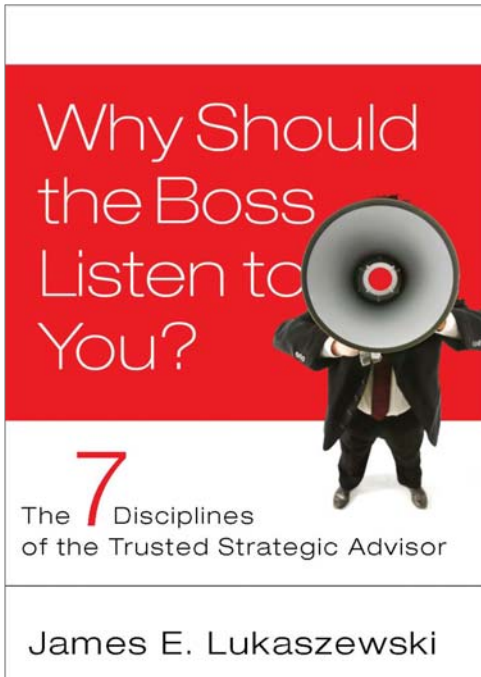


# WHY SHOULD THE BOSS LISTEN TO YOU?

## The Seven Disciplines of the Trusted Strategic Advisor



### You Can Be Heard Much Earlier, More Often, at Higher Levels If . . .

If you are going to advise bosses and leaders, you need to change your perspective. Having a better sense of the disciplined approach required and how the seven disciplines mold you into a strategic advisor will be essential to your success. Each of this book's 10 jam-packed chapters addresses a crucial aspect of becoming a trusted strategic advisor.

- Chapter 1 How Leaders Think and Operate: The Pressures, What Matters, The Obstacles, and the Solutions**  
How the day-to-day world of leaders applies to you, how leaders make decisions, five reasons leaders fail, and five behaviors for leadership success.
- Chapter 2 What Leaders Expect**  
Seven key expectations executives have for advisors, five types of effective advice, and the talents and abilities expected of advisors.
- Chapter 3 Achieving Maximum Impact**  
How to gain senior manager confidence, speaking management's language, annoying staff habits to avoid, and the five areas bosses need feedback on every day.
- Chapter 4 Be Trustworthy: The First Discipline**  
Trust is the foundation for a relationship between advisor and leader. Learn the five components of trust, five behaviors to establish trust, and 10 ways to lose trust.
- Chapter 5 Become a Verbal Visionary: The Second Discipline**  
Advisors must have powerful verbal skills. Discover the six opportunities advisors have to provide advice verbally, the verbal skill self-assessment, and the six behaviors and actions of verbal visionaries.
- Chapter 6 Develop a Management Perspective: The Third Discipline**  
Management advisors need to talk about the boss's goals and objectives. You need to be able to see the business or organization through the leader's eyes.
- Chapter 7 Think Strategically: The Fourth Discipline**  
The concepts and ideas behind being strategic, including the seven virtues of a strategist, the four phases of strategic thinking, and the five barriers that hold strategists back. Find out how much of a strategist you are.
- Chapter 8 Be a Window to Tomorrow: The Fifth Discipline**  
One of the great insights into being a powerful forecaster is understanding the patterns of past experiences. Learn the five lessons for working with patterns and recognizing threats.
- Chapter 9 Advise Constructively: The Sixth Discipline**  
How to structure advice so that you are clearly understood and the boss can act on your advice, pitfalls to giving advice, strategies and techniques to help you structure advice, and three strategic tools to use.
- Chapter 10 Show the Boss How to Use Your Advice: The Seventh Discipline**  
Teach the boss how to take and to use your advice, four approaches to providing constructive advice, seven elements of effective advice, and how to assess your daily performance.

*"In this important book, Jim Lukaszewski lays out with great clarity and practicality what anyone must know who wants to have more influence on a boss and more impact on organizational success."*

—Dan Ciampa, Author, *Taking Advice, How Leaders Get Good Counsel and Use it Wisely*

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Jim Lukaszewski's pragmatic, ethically based approaches to managing the worst problems organizations can experience has made him one of America's pre-eminent corporate and organizational troubleshooters.

*PR Week* singled Jim out as one of 22 "crunch-time counselors who should be on your speed dial in a crisis," and *Corporate Legal Times* listed him as one of the "28 Experts to Call When All Hell Breaks Loose."

Jim is a prolific author and internationally recognized speaker on crisis management, ethics, media relations, public affairs, and reputation preservation and restoration. He is quoted in publications such as *The Baltimore Sun*, *The New York Times*, *The Wall Street Journal*, *The Miami Herald*, the *Harvard Business Review*, and industry trade journals. He has appeared on local and network news shows including *ABC News*, *The O'Reilly Report*, *Fox News*, and *Nightline*.