

Business School

Why Should the Boss Listen to You?

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By [Karen Schweitzer](#), About.com

The Bottom Line

Lukaszewski's new book offers smart and practical advice that will help advisors who want to have a real impact on their boss and the organization they work for.

Pros

- Engaging
- Insightful
- To the point

Cons

- None

Description

- Written by James E. Lukaszewski
- Published by Jossey-Bass
- Subtitle – The 7 Disciplines of the Trusted Strategic Advisor

Guide Review - Why Should the Boss Listen to You?

Respected strategic advisor James Lukaszewski offers up practical advice in his new book *Why Should the Boss Listen to You? The Seven Disciplines of the Trusted Strategic Advisor*.

The book is best suited for people who work directly with management, but it also includes information that would be of use to actual managers and leaders who want to surround themselves with the best people.

Lukaszewski outlines the seven disciplines strategic advisors need to succeed. These disciplines are:

- Be Trustworthy
- Become a Verbal Visionary
- Develop a Management Perspective
- Think Strategically
- Be a Window to Tomorrow
- Advise Constructively
- Show the Boss How to use Advise

Lukaszewski guides readers through each one of the disciplines and also offers valuable insights into leaders—how they think, how they react, and what they need from a trusted advisor.

I would recommend this book to not only advisors, but also to business school students who are looking to

obtain skills that can be of real use in the workplace.

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