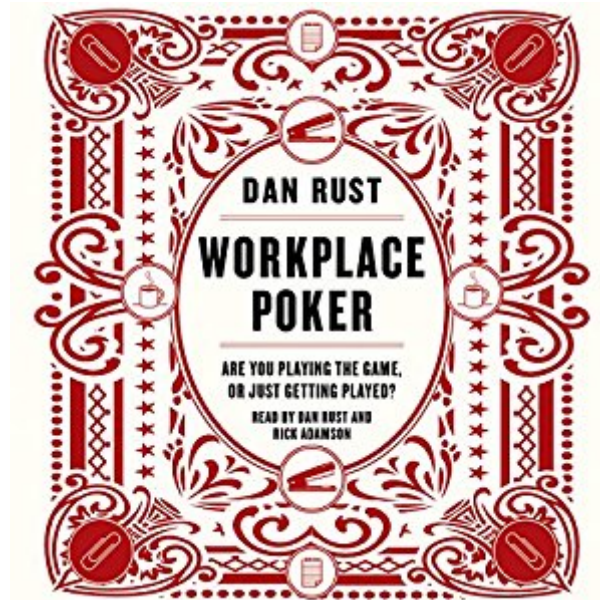


The book was found

# Workplace Poker: Are You Playing The Game, Or Just Getting Played?



## Synopsis

A career advisor explains why many talented, hardworking people often miss out on their full career potential, revealing the tells, blind spots, secrets, and unspoken rules you need to know in order to play the game to win. While many careers have been impacted by economic downturns, failed projects, downsizing and restructuring, or just bad bosses or bad timing, we all know of colleagues who continue to rise through every tough situation. Most assume that they have advantages that protect them - degrees from the right schools, great mentors, influential friends and family, or just better luck. But these hypersuccessful professionals have faced setbacks, too. Instead of allowing challenges to derail their rises, they've learned how to manage them better. In *Workplace Poker*, Dan Rust gives you the strategies you need to accelerate your career and prevent setbacks from stalling your progress or spiraling it downward. The trick, he reveals, is to "play the game under the game" - to think more deeply and act more strategically. If you are talented, ambitious, and hardworking but feel your career just isn't accelerating as rapidly as it should or as fast as you would like it to, this book is for you. If you have been frustrated to see others (less talented, who don't work as hard as you do) achieve rapid professional progress while your career stalls out, this book is for you. If you've been annoyed by those who are successful primarily because of where they went to school, family connections, or financial resources, this book is for you. Rust gives you the insight and skills you need to transform yourself and adapt to and survive any hurdle - to turn every adversity into advantage and every struggle into strength, including:

- Recognition of your own "blind spots" and what to do about them
- Mastering strategic and authentic self-promotion
- Enhancing your personal charm and likeability
- Achieving the high energy, both mental and physical, necessary to drive an exceptional career trajectory
- Developing an interest in "corporate anthropology" and the complex human dimensions of business
- Neutralizing the career-stalling impact of difficult or dysfunctional colleagues
- Deeply owning and learning from career missteps and failures

In his smart, funny, relatable voice, Rust shares stories of individuals who have applied these capabilities in real-world situations and provides short, focused exercises to help you think about yourself and your own career. With *Workplace Poker*, you'll learn how to get out of your own way and find the success you deserve.

## Book Information

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## Customer Reviews

This is not your typical 'how to get ahead in the workplace' book with the same old, tired 'three step' approach. The stories are relatable and interesting. I can actually see myself in these people. Sure, there are strategies and 'how to's' but they are more clever and go deeper than any others I have been exposed to, I feel I can actually do them. I listened to the audio book from beginning to end while I went about my day. I found myself laughing many times, stopping to make notes, but mostly I just wanted to keep on listening. Yes, I'm recommending this book. Finally, something real in career advice.

Most books about working talk about management theory or how to be liked. It's rare that anyone tells you about the pitfalls in how to ascend the career ladder. In particular they don't tell you the unwritten rules that are going to lead you to either fail or - much less commonly - succeed. Dan Rust addresses this gap. It's full of practical advice on what to do in a real job to succeed and to avoid being cannon fodder. Of course it is great advice for anyone starting but for my money there's a lot of old salts who don't know this stuff either and need it rather badly. In this day and age of instant layoffs, sudden changes of corporate mood and strategy you can never know when you're going to be next for the chopping block. Dan Rust tells you how to figure that out and what to do about it.

The concept of "socialization" and learning how to be a social person is well accepted. Not so understood is the concept of "business socialization" and how to maneuver as a working adult. Dan Rust has created a terrific book that helps explain how things work in organizational environments. He uses real stories that are easily understood. I heartily recommend this book for young people starting out, and also experienced people who are always looking for new insights to the rules of the

game.

As a 2015 college grad currently at entry level job that has nothing to do with my major, this has actually arrived at the perfect time. It's not cheesy, actually funny, and real.

Workplace Poker introduces a set of skills, strategies and insights that can help you accelerate your career beyond the limitations of talent, ambition and hard work. Of course you have to be good at your job, but in the modern work world just about everyone is "good enough" in terms of capability. So how do you differentiate yourself and maximize your career potential? This book focuses on helping talented and hardworking people learn what it takes to accelerate their career trajectory, to reach higher and achieve faster.

This engaging, practical and really helpful book is filled with excellent advice on how to navigate the politics of your workplace. The author speaks from personal experience and wisely advising us all to open our eyes and learn how people behave, develop our emotional intelligence and practice the incredibly useful techniques of "reading" others' behaviors. He provides the tools and framework for building effective relationships in a way that ensures we're positioning ourselves and our careers wisely for an uncertain future. Since the days of cradle-to-grave employment are long gone, this book helps you develop a good hand to keep you in the game.

Well written and full of humor that easily "speaks" to the reader. Dan Rust will challenge your preconceptions about what you are presenting to others at your workplace. This is not book that is intended to teach you Machiavellian techniques to get ahead in your career. It is a book full of opportunities to do some self-reflection (I know, I know, this can be painful for some). As you read through each chapter, Dan offers multiple examples of traits which may, or may not, be helpful when it comes to the trajectory of your career. You are then given the chance to see how these traits may be manifesting themselves to others (peers, or management). An engaging and enjoyable read. Buying a copy as a gift for one of my professional friends.

The excellent poker players watch more than the cards. They are keenly aware of the expressions and other elements of their fellow players and use this information to their advantage.

WORKPLACE POKER gives important information for every reader to learn the details of how to pay more attention in their work environment. The stories and information is fascinating to me. I

learned a great deal listening to this book cover to cover. In fact, I saw such value in this book that I purchased the print book to read it and review this valuable material. I highly recommend this title. Terry Whalin is an editor and the author of more than 60 books including his latest Billy Graham: A Biography of America's Greatest Evangelist

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