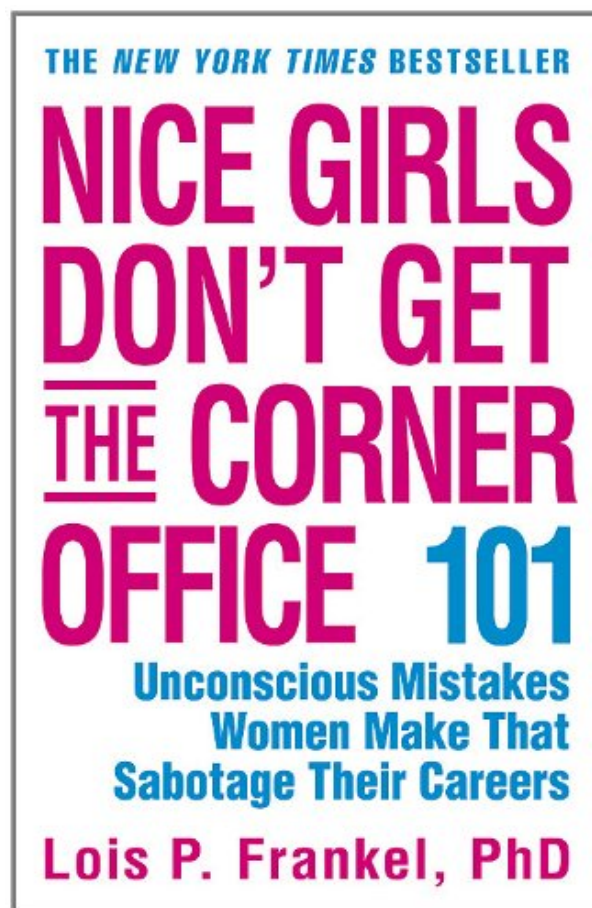


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**NICE GIRLS
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THE CORNER
OFFICE 101**

**Unconscious Mistakes
Women Make That
Sabotage Their Careers**

Lois P. Frankel, PhD

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Review

"Any woman intent on getting ahead in the corporate world should read this book. It's a fascinating crash course in image, influence, and communication, from an accomplished and insightful coach. Terrific stuff!" - Anne Fisher, senior writer, Fortune, and "Ask Annie" career columnist, CNNmoney.com

"Every page of this book is filled with something you or one of your friends do every day...A simple, quick guide to presenting ourselves as the strong and bold women we are." --Gail Evans, author of She Wins, You Win and Play Like a Man, Win Like a Woman

About the Author

Lois P. Frankel, Ph.D., is the President of Corporate Coaching International. She is a sought-after speaker. Her websites are www.drloisfrankel.com; www.gr8speakers.com; and www.corporatecoachingintl.com

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When you are hurried of job deadline and also have no concept to get motivation, **Nice Girls Don't Get The Corner Office: 101 Unconscious Mistakes Women Make That Sabotage Their Careers (A NICE GIRLS Book) By Lois P. Fr** publication is one of your remedies to take. Book **Nice Girls Don't Get The Corner Office: 101 Unconscious Mistakes Women Make That Sabotage Their Careers (A NICE GIRLS Book) By Lois P. Fr** will certainly provide you the best source and thing to obtain inspirations. It is not only about the works for politic business, management, economics, as well as other. Some bought works to make some fiction works also need motivations to get over the task. As just what you require, this **Nice Girls Don't Get The Corner Office: 101 Unconscious Mistakes Women Make That Sabotage Their Careers (A NICE GIRLS Book) By Lois P. Fr** will probably be your selection.

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If you work nonstop without a break...worry about offending others and back down too easily...explain too much when asked for information....or "poll" your friends and colleagues before making a decision, chances are you have been bypassed for promotions and ignored when you expressed your ideas. Although you may not be aware of it, girlish behaviors such as these are sabotaging your career!

Dr. Lois Frankel reveals why some women roar ahead in their careers while others stagnate. She's spotted a unique set of behaviors--101 in all--that women learn in girlhood that sabotage them as adults. Now, in this groundbreaking guide, she helps you eliminate these unconscious mistakes that could be holding you back--and offers invaluable coaching tips you can easily incorporate into your social and business skills. If you recognize and change the behaviors that say "girl" not "woman", the results will pay off in career opportunities you never thought possible--and in an image that identifies you as someone with the power and know-how to occupy the corner office.

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Most helpful customer reviews

189 of 197 people found the following review helpful.

Nice Girls Don't Get the Corner Office: 101 Unconscious Mist

By Wendy G. Anderson

This book has been all that I hoped for and more. The book, in a nutshell, basically says that to get ahead in life, in career, in everything, women need to stop acting like little girls.

Replete with examples from Ms. Frankel's consulting clients, this book gives practical, no-holds-barred evaluations of such behaviours as feeding people at the office, working too hard, asking questions instead of making statements, and "asking permission." That last was a revelation to me.

As Ms. Frankel points out, we are all raised in a society that says you should get proper approvals before taking a step---any step. But men learn when to ask and when to just go ahead. Men learn how to apply the rubric "It's easier to get forgiveness than to get permission." Ms. Frankel points out that children, not adults, ask for permission to do perfectly rational things. I had never considered how detrimental to my career the habit of asking permission had been. But I decided to give Ms. Frankel's suggestions a try. I went to my boss and said, "I cannot come in on Friday." My boss looked nonplussed. I was petrified, but proud. I had done it. I had Made A Statement instead of Seeking Approval. And he didn't demur. He said, "Okay," and we went on with the day.

If you are feeling frustrated by the glass ceiling, if you feel stuck and can't figure out why you can't get further in your career ambitions (and if you're a female), this book is definitely worth the investment. It opened my eyes to things I did that I never even thought about, things that presented an image of an incompetent child---not a competent, composed, and capable woman. My image is now improving, and yours can too.

62 of 66 people found the following review helpful.

A useful guide if you can look past a few flaws

By Star

"Nice Girls Don't Get the Corner Office" is a very practical book for any woman interested in moving ahead in her career and getting what she deserves. It is not targeted at any particular segment but instead it contains a lot of helpful, no-nonsense advice no matter where you are in your career, whether you work for a company or have your own business. Even the most accomplished and successful women will undoubtedly find in it some useful suggestions that they can implement to be all the more effective.

The book is organized in a very structured manner. It contains the 101 mistakes, grouped into seven categories:

- How You Play the Game
- How You Act
- How You Think
- How You Brand and Market Yourself
- How You Sound
- How You Look
- How You Respond

At the beginning of the book, you are given an opportunity to take a self-assessment to determine which of

these areas you are the strongest in, and where you have opportunities for improvement. That way, you can jump directly to the section where you received the lowest score and begin working from there.

Each of the 101 mistakes is described with specific examples, and followed by a list of suggestions and action items for how you can improve in this particular area. As you go down the list, you can mark the items that you want to work on to make it easy to create an action plan for improvement.

Overall, the style of the book is very direct and frank. The author has many years of career counseling experience, and it shows. She does not mince words in showing you ways in which you sabotage yourself and your success, and gives specific and actionable steps to overcome these limitations. The author also provides a number of reference materials for "further reading", so that if you have an interest in doing further work in a particular area, you can go to these books for more detailed help and strategies.

While I was skeptical at first about how much value I would get out of this book, I was pleasantly surprised to find a few things that I had not considered before. It was also helpful to read a number of things that I already knew I wanted to improve. The specific action items following each mistake are a great way to go from knowing where your limitations are to taking immediate steps to improve them. Having finished the book, I found myself going back and taking notes on the items that I wanted to work on. I now have a fairly comprehensive list of things that I want to tackle, and I'll be able to focus on them one at a time.

Although I really appreciated the value provided by this book, I was also turned off by a few things. As a woman in my late twenties, I felt that a lot of the language in this book smacked of 70s-era feminism. The book also feeds on a lot of women's insecurities, as if being a woman in itself puts you at an unfair disadvantage. I believe that there is a lot to say for the power of femininity, and frankly, advice like "your hair should get increasingly shorter as you get older" is plain ludicrous. (According to this logic, women in their 90s would need to all but shave their heads.) This brings to mind the unflattering images of 80s-era professional manners with masculine haircuts and man-suits. In addition to the feminist message, the tone of the book often came across as somewhat "stuffy" and I had to double-check a couple of times that this book was actually published in the 21st century and not in 1987.

While the tone of the book prevented me from enjoying it as much as I could have (which is why I did not give it five stars), the advice it delivers is definitely sound and on target, and therefore I would recommend it to any woman interested in building a successful career in business.

142 of 159 people found the following review helpful.

More Than Rosie the Riveter:

By A.Trendl HungarianBookstore.com

Men are men. Women are women. Right? The matter of gender is easy enough to establish, but in Lois P. Frankel's book, "Nice Girls Don't Get the Corner Office: 101 Unconscious Mistakes Women Make That Sabotage Their Careers" we learn there are underlying mores and premises to follow if women want to be at the top of a company. These rules are unspoken, but Frankel demystifies the process by which some women hurt their success by playing into the cultural roles prescribed to them growing up.

Frankel presumes most women grew up in a home that oppresses women from growing up into full adults. What may have been true for 1954 is not as true today. However, her challenge is still with merit, and in 2004, it crosses the gender barrier. e men should be taking notes from Frankel. There are plenty of little boys among us who need to work as men.

"Rosie the Riveter" ads during WWII encouraged women into the workplace, but often as factory and

shipyard works. There was no "Annie the Accountant" or "Sally the CEO" campaigns. Being all you can be means being more than you were as a child. Frankel helps show how women can be more than little girls in the office place, and garner success as a result.

It is important to note that as much as this is an important book for women who esteem to be seen as professional should read, men also should read it. Not every man has reached his potential, and some fall to the same problems, in a masculine variation, as do some women. Fear, exhibited through the lack of initiative and an overborne, unnecessary kindness, holds many people back.

Objective, straightforwardness is much of what Frankel asserts.

Being professional doesn't mean you need to convert into a stomping intimidator, but it does mean being firm, not wincing when rejection is forthcoming, and thinking about more than immediate relationships. It is about getting the job done well, in concert with others, but never becoming weak while doing it all. You have expertise. You have training. You have what it takes.

Although Frankel is a professional coach, her book itself shows a coach is not needed. You need to be in control of your career, without worrying about the next person. Retain your ethics, your integrity and your aplomb, but it is your job to lead the way through your professional life. No parents, no coach, no friends are responsible for this.

I fully recommend "Nice Girls Don't Get the Corner Office: 101 Unconscious Mistakes Women Make That Sabotage Their Careers"

by Lois P. Frankel. Follow it up with the classic Dale Carnegie book, "How To Win Friends And Influence People," to learn the other side of the professional relationship balance.

Anthony Trendl
editor, HungarianBookstore.com

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