



Expect to Win: 10 Proven Strategies for Thriving in the Workplace

By Carla A Harris

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Expect to Win: 10 Proven Strategies for Thriving in the Workplace By Carla A Harris

How to survive and thrive in any economic climate with proven strategies from a powerhouse

Carla Harris, one of the most powerful and respected women in business and Chairperson of the National Women's Business Council, shares advice, tips, and strategies for surviving in any workplace environment. While climbing the corporate ladder, Harris had her own personal missteps and celebrated numerous victories. She vowed that when she reached senior management, and people came to her for advice, she would provide them with the tools and strategies honed by her experience.

"Carla's pearls" have become the centerpiece for her many speeches and television appearances. In *Expect to Win*, Carla shares these valuable lessons, including:

- * Authenticity: The Power is You
- * The 90-Day Rule
- * Perception is the Co-Pilot to Reality
- * The Mentor, The Sponsor, The Adviser: Having Them All
- * Leverage Your Voice
- * Balance is a Necessity: Use Your Passions to Achieve it
- * Expect to Win: Show Up With Your Best Self Every Day

* *Expect to Win* is an inspirational must-read for anyone seeking battle-tested tools to fulfilling their true potential and for fans of Sheryl Sandberg's *Lean In*.

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Expect to Win: 10 Proven Strategies for Thriving in the Workplace By Carla A Harris Bibliography

- Sales Rank: #27822 in Books
- Published on: 2010-01-26
- Released on: 2010-01-26
- Original language: English
- Number of items: 1
- Dimensions: 8.00" h x .60" w x 5.30" l, .43 pounds
- Binding: Paperback
- 240 pages

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Editorial Review

From Publishers Weekly

Despite stellar credentials and more than 20 years of Wall Street experience, Harris, managing director of Goldman Sachs, clumsily delivers hackneyed business guidance. Broken down into chapters detailing Carla's Pearls of career advice, the author reneges on her promise to provide practical, strategic tools or specific, play-by-play answers and strategies for business success, depending instead on such standard business-book fare as Be yourself, Know your goals, Brand yourself and Find a mentor. Harris's strength is in her supportive tone; she speaks forcefully about asking for what you want, developing a winner's lens (the ability to always see yourself as a winner and present yourself as such) and the titular expectation of success, all reasonable advice. But handicapped by halting, repetitive writing and the mobbed state of the business self-help shelves, groaning with similar books offering more substantive strategies than this one, this title will likely sink without a trace. (Jan.)

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Review

"Advice books are like oysters: rarely do they contain precious pearls. *Expect to Win* is one of those exceptional finds. A book born of deep experience, hard-won insight and abiding faith, this is a guide for the purpose-driven and perplexed alike. In tumultuous, challenging times like these, I can't think of a book better suited to helping chart a sure path to success. Whether you're seeking professional instruction or personal inspiration, take my advice: put this book at the top of your reading list."

-Richard D. Parson

"I've read numerous how-to books on succeeding in one's career. Carla's practical, up-front, realistic perspective on becoming victorious in an ultra-competitive world is the 'key' to so many locks. Her insights are personable, powerful, and valuable. She's a treasure!"

--Terrie M. Williams, author of *The Personal Touch: What You Really Need to Succeed in Today's Fast-Paced Business World*

"Finally, Carla has answered the pleas of her many devotees!! Carla's public speaking always ends with people rushing the stage seeking just a few more words of wisdom or asking Carla to repeat some highlights. Now, all of those queries are addressed in her book and they are presented in a way that makes them easy to understand and quite actionable. And, as always, Carla does it in a way that only she can!! Expect to win- Carla did!!"

--Sharon Hall, Managing Partner of Spencer Stuart Executive Search Firm

About the Author

CARLA A. HARRIS is the managing director of global capital markets at Morgan Stanley. She has been the recipient of many awards honoring business professionals, including *Fortune* magazine's 50 Most Powerful Black Executives in America, *Essence* magazine's 50 Women Who Are Shaping the World, and *Black Enterprise's* 50 Most Powerful Women in Business.

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Gracie Thomas:

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