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Books Authored
by Joel Garfinkle



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GETTING AHEAD - *Apply PVI Model for Career Advancement*

How to Manage Up

What is “managing up” and why is it so important? Managing up means establishing and maintaining a positive and productive relationship with your manager so that your manager’s needs are met and you get what you need from your manager.

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Famous Comedian Steve Martin Shares Three Insights On Success

During his stand-up comedy career, Steve Martin was the comedic equivalent of Bono from U2. Martin shares how he spent 10 years honing his craft before becoming a “success,” and what he learned through the ups and downs of his famous career.

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10 Things to Do After the Job Interview

In today’s hypercompetitive job market, effective follow-up after the interview is a must and failing to do it well might cause you to lose out to another candidate. Here’s what every candidate should do after the interview.

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Motivated Minute
Quotes to Inspire



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"Management is about arranging and telling. Leadership is about nurturing and enhancing."

~ Tom Peters

"Management is efficiency in climbing the ladder of success; leadership determines whether the ladder is leaning against the right wall."

~ Stephen Covey

"Never give an order that can't be obeyed."

~ General Douglas MacArthur

Coaching Corner

Joel's Words of Wisdom



10 Presentations to Recognize & Retain Your Employees

Recently, when companies were asked if they thought employee aptitude or attitude was most critical for success, they chose attitude. When you reward employees with interesting presentations, you will enhance workplace attitudes and keep your key people happy.

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