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Most Leaders Know Their Strengths - But Are Oblivious to Their Weaknesses

When probed, they often proclaim that while they might not recognize all their strengths they are confident about knowing their serious weaknesses. Yet executives with really low scores in one or more areas of 360-degree feedback are often completely unaware...

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Lessons from Leaders - In-depth Profiles

What Really Matters: A Conversation With Patrick Lenciono

His aversion to business BS runs deep. The son of a salesman, he joined Bain Consulting in the 1980's on a quest to discover why his father - and so many millions like him - suffered under unending crisis and chaos at work...

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Coaching Corner – Joel's Article of the Week

Four Solutions If You're Feeling Overworked and Underappreciated at Work

Everyone has feelings of upset and bitterness from time to time, right? How could they not appreciate all the work you've done? These four solutions can help you get back on an even keel and find ways to be happy again...

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Career Central - Tips for Career Changers

12 Late-Stage Interview Faux Pas That Could Cost You The Job

First impressions...polished, polite well-versed. Initial interviews are all very similar, as you get to the second or third-round interview, applicants tend to get more comfortable and begin showing their true colors. Don't do it! Overconfidence can lead to some obvious slip-ups...

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Joel In The News - Interviewed by Top Media Outlets


How to Ask For a Raise


Even when you deserve it, asking for a raise isn't easy, it's a about the timing. Joel Garfinkle, author of "Getting Ahead: Three Steps to Take Your Career to the Next Level," says you should spend as much as four to six months getting ready for the discussion...

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Executive Presence: 4 Ways to Convey Confidence and Command Respect as a Leader

The Institute of Management Studies

January 29th, 2019 - Los Angeles, CA

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Current Executive Coaching Engagements



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- **Who's the most difficult to sell yourself to?** Top responses - Boss - 25%, Clients/Customers - 20%, Significant Other - 15%, Colleagues - 13%, Parents - 8%. (USA Today)
- **Education and workplace ethics:** Have you ever taken office supplies for personal use? Those who say yes, by education level - High school or less 13%, Some college 17%, College 27% & Post-graduate 22%. (Spherion)

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"Practice self-awareness, self-evaluation, and self-improvement. If we are aware that our manners - language behavior, and actions - are measured against our values and principles, we are able to more easily embody the philosophy, leadership is a matter of how to be, not how to do". ~Frances Hesselbein

"Every day is a new opportunity. You can build on yesterday's success or put its failures behind and start over again. That's the way life is, with a new game every day, and that's the way baseball is". ~Bob Feller

Books Authored by Joel A. Garfinkle

Gain the Competitive Edge In Your Career



Garfinkle Executive Coaching - The top online resource for creating fulfillment at work.

Recognized as one of the best: Acknowledged as one of the top 50 executive coaches in America.

Global Gurus named Joel #15 on its list of [top 30 global coaching experts](#).

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