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What Do Leaders Say When You're Not Around

How you are perceived is critical to your success. You can enhance your access to new opportunities by influencing how you are perceived by others in your organization. Start by following my steps below, and plan how you will change what is being said when you're not in the room...

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Lessons from Leaders - In-depth Profiles

Kobe Bryant was known for his intense work ethic, here are 24 examples

Kobe Bryant, who died at age 41 on January 26 following a helicopter crash, was well-known for his work ethic. Tales of Bryant's work ethic have become folklore. From his early morning workouts, to marathon shooting sessions, to a relentless desire to improve himself, here are some of our favorite examples of Bryant's work ethic...

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Coaching Corner – Joel's Article of the Week

It's Often a Matter of Perception... When it Comes to Career Advancement

As you read this article, you'll learn not only why it's important how others perceive you in the workplace, but also how to improve that perception. When done correctly, you'll enhance the perception your boss has of you while helping your company in the process...

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Career Central - Tips for Career Changers

21 Job Interview Tips: How to Make a Great Impression

You have your job interview scheduled - congratulations! Now, it's time to prepare, and we've got you covered. Below, we provide an overview of how to succeed in an interview along with a detailed discussion surrounding each point...

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Joel In The News - Interviewed by Top Media Outlets

3 Steps to Getting Your Next Promotion

Getting promoted requires not only doing good work, but having that good work noticed by the right people. The most successful leaders and employees have gotten to where they are by leveraging and applying perception, visibility, and influence better than anyone else...

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Upcoming Speaking Engagements

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

Genentech - San Francisco, CA
February 26th, 2020

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Webinar
March 4th, 2020 - 1pm Eastern/10am PST
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- **Social Networking:** 23% of job seekers have been asked for social media info in a job interview. 33% of women and 67% of men. (USA Today)
- **Women more stressed than men:** The gender gap seems to be present when it comes to stress, too. According to the APA Stress in America survey, on a scale of one to 10, women describe their stress levels as 5.1, compared to stress levels of 4.4 among men. (AIS)

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"The exercise of power is determined by thousands of interactions between the world of the powerful and that of the powerless, all the more because these worlds are never divided by a sharp line: everyone has a small part of himself in both." ~Vaclav Havel

"When you make a choice and say, 'Come hell or high water, I am going to be this,' then you should not be surprised when you are that. It should not be something that is intoxicating or out of character because you have seen this moment for so long that... when that moment comes, of course it is here because it has been here the whole time, because it has been (in your mind) the whole time." ~Kobe Bryant

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.

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