



Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed

Kim Zoller, Kerry Preston

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Build your career by design not by accident

Why do some people get to the top while others—who work just as hard—don't get past middle management? Two words: Executive Edge.

Your technical skills may get you the job, but your interpersonal skills and emotional intelligence will get you the promotion. In *Enhancing Your Executive Edge*, Kim Zoller and Kerry Preston provide the specific tools you need to make the jump from middle or upper management to an executive-level position. It's not about being among the standouts in a company. It's about being the standout.

Zoller and Preston emphasize the importance of self-awareness in relationships with colleagues, clients, and executives—including first impressions, body language, and strategic communication. *Enhancing Your Executive Edge* will help you hone the following:

- Self-Management and Social Awareness
- Personal Branding
- Communication and Presence
- Business Protocol
- Motivation, Perseverance, and Excellence

Competence, passion, and hard work open doors. But when you're going for the very top spot, the competition increases exponentially—so you need to differentiate yourself. This book is designed to help you develop that special quality few people possess.

Set yourself apart and offer value where the competition doesn't by enhancing your executive edge.

Praise for *Enhancing Your Executive Edge*

"With their concrete, hands-on style, Preston and Zoller teach your executives how to become leaders. And with that leadership, your brand will become more established—bigger and bolder. *Enhancing Your Executive Edge* delivers."

—Edgar Bronfman Jr., former chairman and CEO of Warner Music

"*Enhancing Your Executive Edge* shows you how to grow professionally. Preston and Zoller offer practical advice for those seeking to raise the bar."

—David Hoyt, president of The John Maxwell Co.

"A must-read lesson in how to succeed in today's global marketplace."

—Radha Arora, president of Rosewood Hotels & Resorts

“Zoller and Preston have discovered what turns good leaders into great ones. *Enhancing Your Executive Edge* provides a comprehensive framework we can all follow to get there.”

—JJ Ramberg, host of MSNBC’s *Your Business* and cofounder of Goodsearch.com

“Kim and Kerry are committed to helping you build your brand and interactions with others. This book offers the path to building your executive edge.”

—**John Roth, vice president of sales, service, and marketing at General Motors**

“If you’re not getting the results you want by focusing only on your technical skills, it is time to give your executive edge a boost. Zoller and Preston take us through strategies to lead successfully.”

—**Ann Adams, director of management development at Mattel, Inc.**

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Amber Weitz:

Book is to be different for every grade. Book for children till adult are different content. As it is known to us that book is very important normally. The book Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed had been making you to know about other knowledge and of course you can take more information. It doesn't matter what advantages for you. The e-book Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed is not only giving you more new information but also to get your friend when you experience bored. You can spend your personal spend time to read your book. Try to make relationship together with the book Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed. You never experience lose out for everything if you read some books.

Ralph Capra:

Playing with family within a park, coming to see the marine world or hanging out with good friends is thing that usually you could have done when you have spare time, in that case why you don't try point that really opposite from that. 1 activity that make you not sensation tired but still relaxing, trilling like on roller coaster you already been ride on and with addition associated with. Even you love Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed, you could enjoy both. It is excellent combination right, you still desire to miss it? What kind of hangout type is it? Oh occur its mind hangout guys. What? Still don't obtain it, oh come on its named reading friends.

Jeremy Turner:

Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed can be one of your starter books that are good idea. We recommend that straight away because this e-book has good vocabulary that could increase your knowledge in vocab, easy to understand, bit entertaining but still delivering the information. The copy writer giving his/her effort to get every word into enjoyment arrangement in writing Enhancing Your Executive Edge: How to Develop the Skills to Lead and Succeed: How to Develop the Skills to Lead and Succeed yet doesn't forget the main point, giving the reader the hottest and also based confirm resource data that maybe you can be certainly one of it. This great information can drawn you into new stage of crucial pondering.

Shawn Hoffman:

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