

The Unwritten Laws Of Business

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The Unwritten Laws Of Business

Refreshingly free of the latest business jargon, The Unwritten Laws of Business is wise, ethical and insightful, capturing and distilling the timeless truths and principles that underlie management and business the world over.

The Unwritten Laws of Business (Profile Business Classics) –

The Unwritten Laws of Business (2007), W. J. King
King presents over sixty tips for keeping your job and never jeopardizing opportunities to be promoted along your career path. Chapters cover relationships, behavior and management.

The Unwritten Laws of Business by W.J. King

Buy The Unwritten Laws of Business by W. J. King (ISBN: 9781607960287) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

The Unwritten Laws of Business: Amazon.co.uk: W. J. King –

With suit- able laws appearing to be unwritten at that time, " laws " were formulated and collected into a scrapbook as a prof essional code of sorts. Although they were, and in this lates t edition still are, fragmentary and incomplete, they are offered h ere for

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Chapter 1: With Regard to Work #1: However menial and trivial your first assignments may seem, give them your best effort. Don ’ t think that minor tasks... #2: Demonstrate your ability to get things done. Show that you have 1) initiative; 2) resources or ingenuity; and 3)... #3: While you are working ...

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The Unwritten Laws of Business: Skakoon, James, King, W.J. –

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Now, in a new edition revised and updated for business readers today, we are reissuing the 1944 classic that inspired a number of Swanson ’ s " rules " : The Unwritten Laws of Business. Filled with sage advice and written in a spare, engaging style, The Unwritten Laws of Business offers insights on working with others, reporting to a boss, organizing a project, running a meeting, advancing your career, and more.

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Filled with sage advice and written in a clear, engaging style, it offers insights on relating to colleagues and outsiders, the laws of character and personality, personal development, and much, much more - all of which has stood the test of time.Refreshingly free of the latest business jargon, The Unwritten Laws of Business is wise, ethical and insightful, capturing and distilling the timeless truths and principles that underlie management and business the world over.

The unwritten laws of business – James Skakoon Paperback –

The bestselling business classic that Raytheon CEOWilliam Swanson made famous. Every once in awhile, there is a book with a message so timeless, so universal, that it transcends generations. The Unwritten Laws of Business is such a book. Originally published over 60 years ago as The Unwritten Laws of Engineering, it has sold over 100,000 copies, despite the fact that it has never been ...

Some years ago the author became very much impressed with the fact, which can be observed in any engineering organization, that the chief obstacles to the success of individual engineers or of the group comprising a unit were of a personal and administrative rather than a technical nature. It was apparent that both the author and his associates were getting into much more trouble by violating the unwritten laws of professional conduct than by committing technical sins against the well-documented laws of science. Since the former appeared to be indeed unperformer at that time, as regards any adequate and convenient text, the following " laws " were originally formulated and collected into a sort of scrapbook, to provide a set of " house rules, " or a professional code, for a design-engineering section of a large manufacturing organization. Although they are admittedly fragmentary and incomplete, they are offered here for whatever they may be worth to younger men just starting their careers, and to older men who know these things perfectly well but who all too often fail to apply them in practice. Just a few points should be emphasized: None of these " laws " is theoretical or imaginary, and however obvious and trite they may appear, their repeated violation is responsible for much of the frustration and embarrassment to which engineers everywhere are liable. In fact this paper is primarily a record, derived from direct observation over a period of seventeen years, of the experience of four engineering departments, three of them newly organized and struggling to establish themselves by the trial-and-error method. It has, however, been supplemented and confirmed by the experience of others as gathered from numerous discussions, lectures, and the literature, so that it most emphatically does not reflect the unique experience or characteristics of any one organization. Furthermore, many of these rules are generalizations to which exceptions will occur in special circumstances. There is no thought of urging a slavish adherence to rules and red tape, for there is no substitute for judgment, and at times vigorous individual initiative is needed to cut through formalities in an emergency. But in many respects these laws are like the basic laws of society; they cannot be violated too often with impunity, notwithstanding striking exceptions in individual cases.

Every once in awhile, there is a book with a message so timeless, so universal, that it transcends generations. The Unwritten Laws of Business is such a book. Originally published over 60 years ago as The Unwritten Laws of Engineering, it has sold over 100,000 copies, despite the fact that it has never been available before to general readers. Fully revised for business readers today, here are but a few of the gems you ’ ll find in this little-known business classic: If you take care of your present job well, the future will take care of itself. The individual who says nothing is usually credited with having nothing to say. Whenever you are performing someone else ’ s function, you are probably neglecting your own. Martyrdom only rarely makes heroes, and in the business world, such heroes and martyrs often find themselves unemployed.

This hidden gem was first published 60 years ago but was known only to a lucky few until it resurfaced in 2005 - when 300,000 requests were made for a CEO’s personalised version.In the summer of 2005, Business 2.0 published a cover story on a self-published management pamphlet by the CEO of American aerospace contractor Raytheon. Lauded by chief executives including Jack Welch and Warren Buffett (‘one of the best books I’ve seen’) it became a phenomenon, and more than 300,000 people wrote in to ask for a copy. But much of the pamphlet drew on a book from 1944 - which Profile reissued, updated as The Unwritten Laws of Business in 2007. Filled with sage advice and written in a clear, engaging style, it offers insights on relating to colleagues and outsiders, the laws of character and personality, personal development, and much, much more - all of which has stood the test of time.Refreshingly free of the latest business jargon, The Unwritten Laws of Business is wise, ethical and insightful, capturing and distilling the timeless truths and principles that underlie management and business the world over.

While most financial and investment advice focuses on recent trends, or encourages consumers to buy a favoured product, this book breaks the mould, offering eternal wisdom that draws on years of expensive failures and enviable successes. Following on from the success of James Skakoon’s The Unwritten Laws of Business (27,000 copies sold to date), this approachable but thoughtful gem brings together these useful lessons for the first time. Covering everything from reminders of the simplest of truths - ‘Patience is a virtue’ and ‘Better safe than sorry’ - to the more troublesome - ‘Inflation is the stealthiest of enemies’ and ‘Guarantees are rarely guaranteed’ - each law is presented in an accessible, easily digestible manner, and illustrated with examples. This is essential reading for savers and investors, novices and old hands - and these laws are applicable all around the world.

A no-nonsense guide for minorities in business who want to make it to senior management
In recent decades, corporate America has gotten better at recruiting minority talent. But despite their education and hard work, too many African Americans, Latinos, and Asian Americans still find unique obstacles on the path to senior management. And there are too few minority mentors available to help them understand and overcome these challenges. Keith R. Wyche, a division president at a Fortune 500 company, is the perfect mentor for ambitious minority businesspeople at all levels. His book is filled with thought-provoking insights and practical advice based on his own experiences and those of the many people he has counseled. He discusses the importance of: Understanding corporate culture—and the impact it has on your career Being visible—because you can ’ t get ahead if nobody knows who you are Staying current—why minorities must be continuous learners Good Is Not Enough also includes anecdotes from prominent CEOs such as Ken Chenault of American Express, Richard Parsons of Time Warner, and Alwyn Lewis of Kmart.

A Wall Street Journal Bestseller "...this guide provides readers with much more than just early careers advice; it can help everyone from interns to CEOs." — a Financial Times top title
You’ve landed a job. Now what? No one tells you how to navigate your first day in a new role. No one tells you how to take ownership, manage expectations, or handle workplace politics. No one tells you how to get promoted. The answers to these professional unknowns lie in the unspoken rules—the certain ways of doing things that managers expect but don’t explain and that top performers do but don’t realize. The problem is, these rules aren’t taught in school. Instead, they get passed down over dinner or from mentor to mentee, making for an uneven playing field, with the insiders getting ahead and the outsiders stumbling along through trial and error. Until now. In this practical guide, Gorick Ng, a first-generation college student and Harvard career adviser, demystifies the unspoken rules of work. Ng distills the wisdom he has gathered from over five hundred interviews with professionals across industries and job types about the biggest mistakes people make at work. Loaded with frameworks, checklists, and talking points, the book provides concrete strategies you can apply immediately to your own situation and will help you navigate inevitable questions, such as: How do I manage my time in the face of conflicting priorities? How do I build relationships when I ’ m working remotely? How do I ask for help without looking incompetent or lazy? The Unspoken Rules is the only book you need to perform your best, stand out from your peers, and set yourself up for a fulfilling career.

From one of the authors of The Unwritten Laws of Engineering and The Unwritten Laws of Business, this concise and readable book is an excellent primer or refresher for any professional interested in the basic principles and practices of good mechanical design. In this handy and unique volume the author uses his own experience, along with input from other expert designers, to explicitly state design principles and practices. Readers will not have to discover these principles on their own and will be able to apply these fundamental concepts throughout their designs.

This book seeks to re-appreciate the concept of customary international law as a form of spontaneous societal self-organisation, and to develop the methodological consequences that ensue from this conception for the practice of its application. In pursuing this aim, the author draws from three different strands of scholarship that have not yet been considered in connection with one another: First, general jurisprudential theories of customary law; second, theories of customary international law, especially as they relate to international relations scholarship; and third, methodological approaches to the interpretation of international law. This expansive, philosophical layout of the book enables the author to put the conceptual enigmas of customary international law into a broader perspective. Among the issues discussed in the book are the dichotomy of its traditional and modern forms and the respective benefits and disadvantages of inductive and deductive approaches to its ascertainment. In the course of this analysis, the author draws insights from Friedrich August Hayek ’ s theory of law as a ‘ spontaneous order ’ , an information-processing device which enables the participants of a legal system to make use of decentralised knowledge. The book argues that the major advantage of custom as a source of international law lies in the fact that it is the result of a gradual process of trial and error, rather than the product of deliberate planning. This makes it a particularly apposite source of law in a time of seismic shifts in the distribution of power within a vastly diverse community of States, when a new global order is expected to emerge, the contours of which are not yet clearly discernible. This book applies general concepts of legal philosophy to explain the continuing relevance of custom as a source of international law while at the same time inferring from this theoretical framework concrete practical and methodological consequences, the most important of which is the special role that purposive interpretation plays with respect to rules of international custom. Given this broad approach, the book will be of interest to several groups of potential readers including academics interested in the philosophy of customary law in general, academic international lawyers and legal practitioners, especially judges, scholars of international relations and all those interested in how the international community of States organises itself.

Human beings are competitive. We want to know who is the strongest, who is the richest, and who is the cleverest of all. Some situations, like ranking people based on height, can be ranked in objective ways. However, many "Top Ten" lists are based on subjective categorization and give only the illusion of objectivity. In fact, we don't always want to be seen objectively since we don't mind having a better image or rank than deserved. Ranking: The Unwritten Rules of the Social Game We All Play applies scientific theories to everyday experience by raising and answering questions like: Are college ranking lists objective? How do we rank and rate countries based on their fragility, level of corruption, or even happiness? How do we find the most relevant web pages? How are employees ranked? This book is for people who have a neighbor with a fancier car; employees, who are being ranked by their supervisors; managers, who are involved in ranking but may have qualms about the process; businesspeople interested in creating better visibility for their companies; scientists, writers, artists, and other competitors who would like to see themselves at the top of a success list; or college students who are just preparing to enter a new phase of social competition. Readers will engage in an intellectual adventure to better understand the difficulties of navigating between objectivity and subjectivity and to better identify and modify their place in real and virtual communities by combining human and computational intelligence.

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