



SMARTER THAN THE AVERAGE GUIDE

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# Guide To Managing Up And Across

**Karin Nielsen-Saines**



## **Guide To Managing Up And Across:**

HBR Guide to Managing Up and Across (HBR Guide Series) Harvard Business Review, 2013-01-08 ARE YOUR WORKING RELATIONSHIPS WORKING AGAINST YOU To achieve your goals and get ahead you need to rally people behind you and your ideas But how do you do that when you lack formal authority Or when you have a boss who gets in your way Or when you re juggling others needs at the expense of your own By managing up down and across the organization Your success depends on it whether you re a young professional or an experienced leader The HBR Guide to Managing Up and Across will help you Advance your agenda and your career with smarter networking Build relationships that bring targets and deadlines within reach Persuade decision makers to champion your initiatives Collaborate more effectively with colleagues Deal with new challenging or incompetent bosses Navigate office politics

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