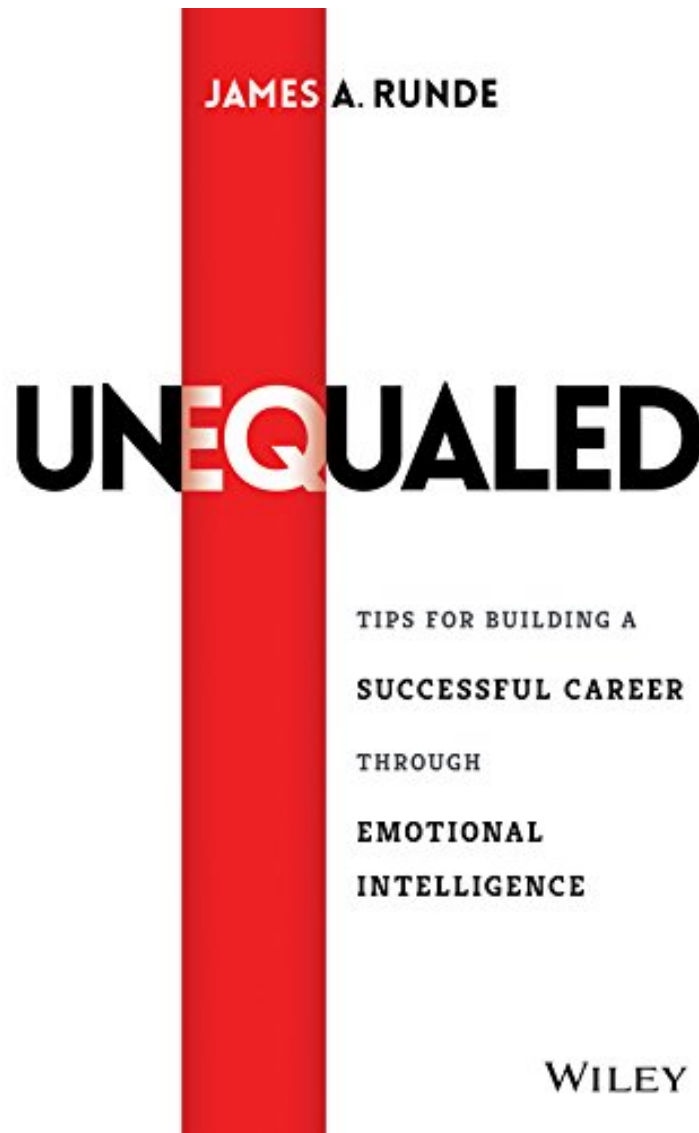


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Unequaled: Tips for Building a Successful Career through Emotional Intelligence

James A. Runde

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From the Inside Flap

UnEqualed is a candid and unconventional guide to getting ahead and achieving your professional goals. You are smart and hardworking, but so is everyone else you work with. In order to distinguish yourself and get ahead, you need to go beyond your job description. Moving up is about emotional intelligence (EQ), soft skills, networking, visibility, client connections, and maintaining a stellar personal reputation. This book tells you what it really takes to succeed in your field. It is packed with insights, stories, and actionable tips based on the author's 40 years at Morgan Stanley, one of Wall Street's premier firms. You will learn how to lead, when and how to take a chance and use your intuition, and how to get more responsibility sooner in order to accelerate your progress in any competitive profession. Adapted from James A. Runde's presentations to major corporations and universities, UnEqualed is a step-by-step guide showing you how to network effectively to find mentors and sponsors, gain respect and be heard, deliver commercial results, build and lead engaged teams, and get promoted. EQ is critical in any job today, and Runde explains clearly how to hone this aspect of your personality to adapt to changes, collaborate with colleagues, influence clients, and become an admired boss. UnEqualed's time-tested, practical insights about flourishing in the professional world will help anyone seeking a fulfilling and successful career.