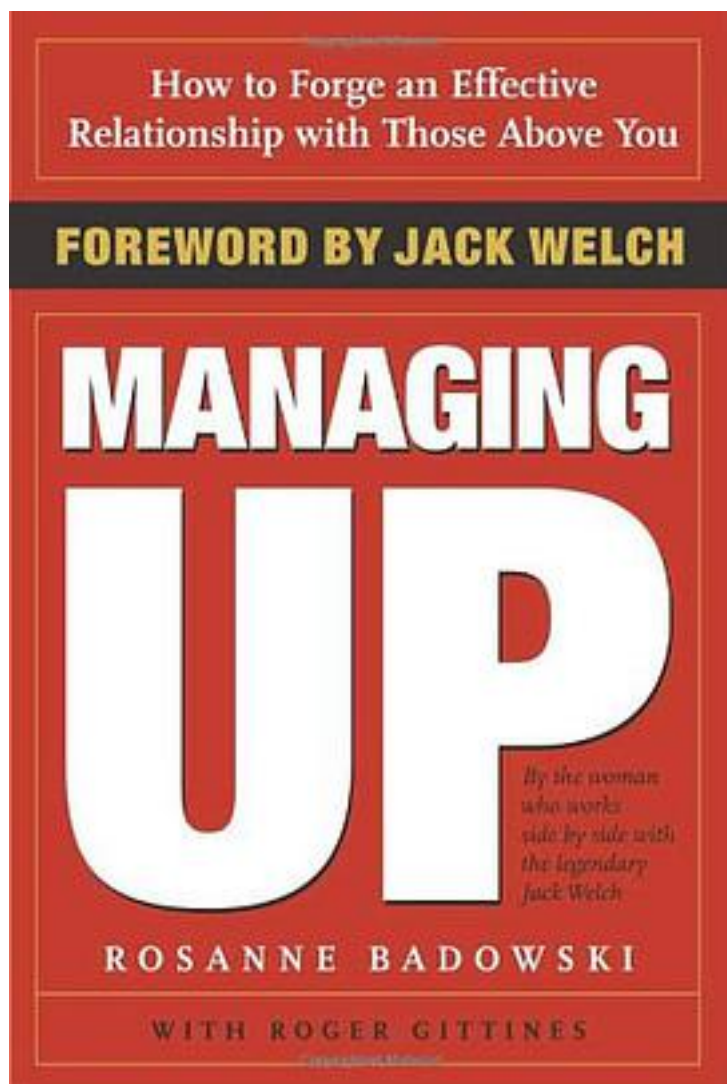


Managing Up



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Managing up is not political game playing. Rather, it's a conscious approach to working with your supervisor toward goals that are important to both of you. Through managing up, you build a productive working relationship with your boss and create a way to use the complementary strengths of you and your boss to deliver value to your company.

This volume helps you:

Understand the business results you produce by learning how to manage up
Cultivate a mutually beneficial relationship with your manager
Communicate effectively with your boss about priorities and problems
Negotiate win-win solutions to on-the-job challenges with your supervisor

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