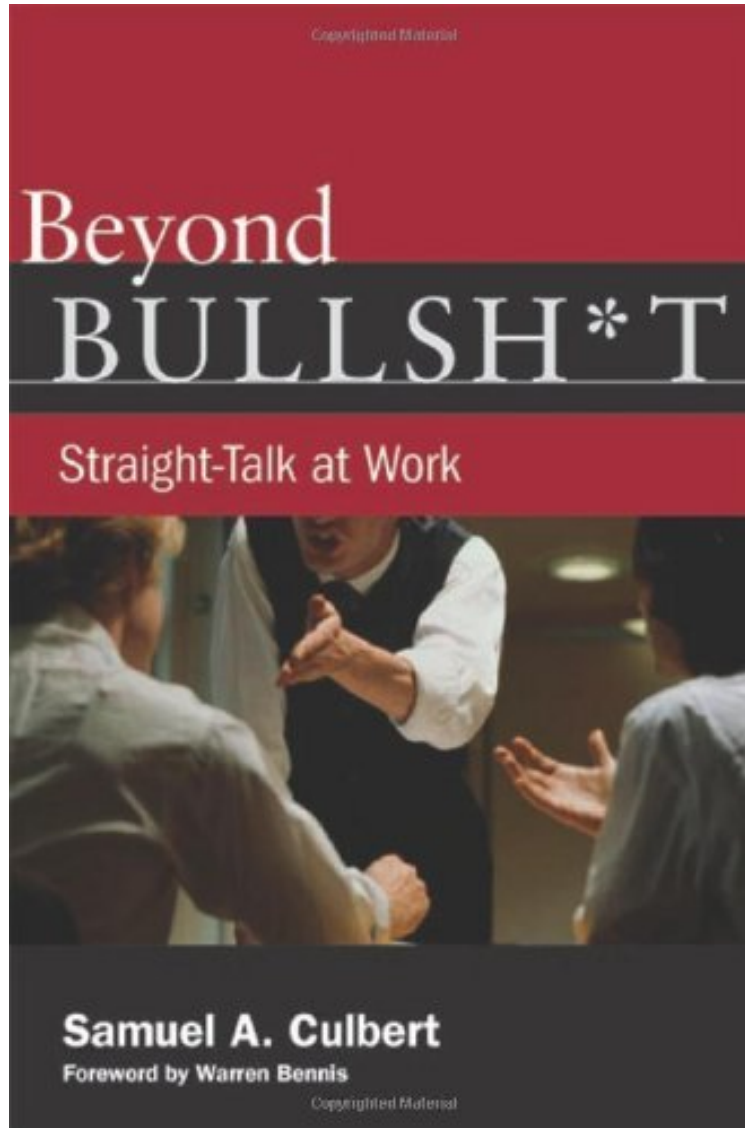


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Beyond Bullsh*t: Straight-Talk at Work

Samuel A. Culbert

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Samuel A. Culbert : Beyond Bullsh*t: Straight-Talk at Work before purchasing it in order to gage whether or not it would be worth my time, and all praised Beyond Bullsh*t: Straight-Talk at Work:

0 of 0 people found the following review helpful. Only read this if you want to get somewhere at work!!By Jackson St.CFirst things first, I was lucky enough to be in a class taught by the author, so while I may appear biased- I'm no fool. Now, on to the review: Most people will have to really have an open mind in reading this. What it calls for us to do at work is the opposite of what so many of us are used to doing. Having an open heart and mind to really get to know those around you so that you can you can develop a proper working relationship is more work and can be awkward at first for many of us...BUT IS OF UTMOST IMPORTANCE. If you want to be able to tell your boss

he/she's making a mistake or have your subordinates let you know before you make a blunder, then this is the book for you. It's amazing how much BS gets spouted at the office, and we all know it's more hurtful than harmful...yet we can't stop. Well, you can stop if you have the tools and techniques, which is exactly what you'll get from this book. 1 of 2 people found the following review helpful. Not Much Here By Pete I didn't find this book useful. The book rehashed a lot of old platitudes that you've probably heard before: 1) sentiment that everyone lives in a "different reality". (Ignoring the obvious epistemological and practical difficulties of that attitude.) 2) build relationships with people 3) Dale Carnegie-esque tips on showing interest in other people's personal lives. (If I had the time to chat with everyone about their personal lives beyond a superficial level, how would I have time to get stuff done) 4) try to find win-win situations 5) Freudian pop-psychology... is this person sensitive to this issue because of how he was raised (this sort of pop psychology doesn't really help get stuff done) I also dislike that the book--or rather I should use "I-speak" technique :). "How I see it is that" the author's thoughts are largely unprocessed, academic, and with endless exceptions. He says BS is bad, but BS is also necessary, consider X, Y, Z, ... and be very context-specific about what level of BS to use. He makes splits hairs about pedantic definitions of straight-talk vs. candor vs. truth telling vs. truth-finding--after wading through these paragraphs there is no payoff in practical terms for this exercise. If you're looking for something practical or useful it's not here. If you want to sound cool around the academic water cooler this may do the trick. 0 of 0 people found the following review helpful. Good book By Frankie Hope every manager will read it. It tells you how important the straight talking and how it can improve the efficiency of the company.

Straight-talk at work! Grumblings in offices everywhere suggest that we crave more, but don't get often enough of it. *Beyond Bullsh*t* reveals the dynamics of bullsh*t and why it has become the corporate etiquette of choice. It also explains how telling it straight contributes to personal well-being and business success. After decades of research and consulting, Samuel A. Culbert is convinced that straight-talk at work is possible. But it requires more than luck and willing people. Straight-talk is the product of thoughtful, caring relationships, built upon trust and commitment. There's no greater contribution to operational effectiveness and success than conversations in which people with conflicting viewpoints discuss their differences forthrightly. Readers will be engaged and delighted as the text demystifies the obstacles to getting beyond bullsh*t and guides them in developing straight-talk relationships. Further details are available at www.straighttalkatwork.com.

"In this sober guide to understanding and moving past 'bullsh*t' at work, author and management professor Culbert (*Don't Kill the Bosses!*) explains the value of and strategy behind 'straight-talk relationships' in the office. Unlike others who have tackled the subject (most notably Harry Frankfurt), Culbert emphasizes bullsh*t's vital role in many situations." (Publishers Weekly) "*Beyond Bullsh*t* shows why the little moments in organizational life matter so much and how to make the most out of them. Culbert has written the wisest book that I've ever read about what it takes to build a humane and effective workplace. And, this little masterpiece is a joy to read because every page oozes with Culbert's own experience, straight talk, and charm." (Robert Sutton Stanford University, author of *The No Asshole Rule: Building a Civilized Workplace and Surviving One That Isn't*) "I read this book by randomly sampling pages. Every sample was a treasure! This is a wise and wonderful book!" Tom Peters, Chairman Tom Peters Company "Culbert, a professor of management, points out that 'telling the truth' can be just as one-sided and manipulative as the self-serving posturing he calls 'bullsh*t.' To send an honest message that actually reaches listeners, the teller requires a preestablished relationship of trust and a listener who is willing to improve. The teller needs to offer only the truth she sees and to frame the message according to the listener's perspectives and goals. If these conditions are not present to at least some degree, Culbert says, people are better off just posturing. Still, for those willing to make the effort, he adds that reciprocal straight talk can be immensely valuable for an organization and individuals' careers." (Harvard Business) "*Beyond Bullsh*t* is a wonderful book! Clever and clear, it's a tour d' force on how to circumvent bullsh*t and when to talk straight at work." (Walter Nord, Distinguished University Professor niversity of South Florida) "Great, enduring brands demand (and respond to) straight talk from their customers, employees and stakeholders. Sam Culbert's book brings that message to life." (Howard Schultz, CEO) "Culbert nailed it. This book is a masterpiece and every word is so true. This is what he's been writing about and teaching his whole career. And, that's not bullsh*t. He's always stood for direct, valid, and candid human relationships. Those who took his straight-talk to heart flourished as a result. As Bennis says, in his foreword, it is indeed his 'master stroke.'" (Beverly Kaye CEO/Founder Career Systems International and Co-Author of *Love 'Em or Lose 'Em: Getting Good People to Stay*) About the Author Samuel A. Culbert is Professor of Management at UCLA Anderson School of Management. He is author of *Get Rid of the Performance !* (2010). He is the recipient of the American Association of Publishers Best Management Book of the Year award and the Harvard Business McKinsey Award.