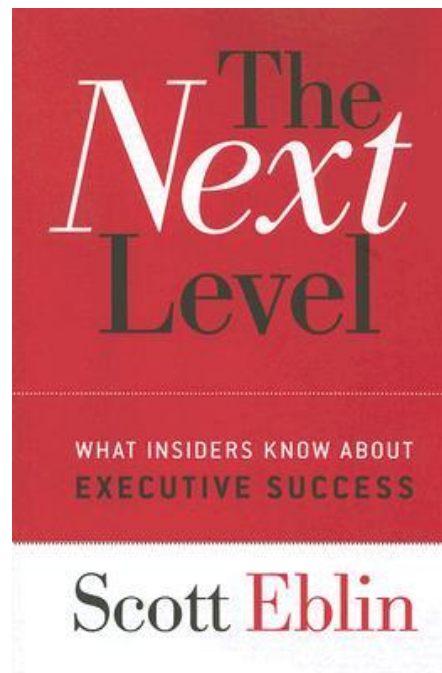




The Next Level: What Insiders Know about Executive Success

Scott Eblin

[Download now](#)

[Read Online](#) ➔

The Next Level: What Insiders Know about Executive Success

Scott Eblin

The Next Level: What Insiders Know about Executive Success Scott Eblin

Moving successfully to the executive level requires knowing which behaviors and beliefs to drop, as well as which new ones to pick up. This book outlines a programme for success for new and future executives, and offers frank advice from accomplished senior executives on what to do and to avoid.

The Next Level: What Insiders Know about Executive Success Details

Date : Published April 12th 2006 by Davies-Black Publishing

ISBN : 9780891061939

Author : Scott Eblin

Format : Hardcover 218 pages

Genre : Business, Leadership, Management, Nonfiction, Self Help

 [Download The Next Level: What Insiders Know about Executive Succ ...pdf](#)

 [Read Online The Next Level: What Insiders Know about Executive Su ...pdf](#)

Download and Read Free Online The Next Level: What Insiders Know about Executive Success Scott Eblin

From Reader Review The Next Level: What Insiders Know about Executive Success for online ebook

Andrea says

very helpful for people moving into executive leadership roles - outlines how your work must change.

Jenny Trostel says

Great book for new managers.

Elly says

Great library book so far.

Dewayne says

I found this book full of nuggets to help improve my overall effectiveness as a newer executive leader.

Some lessons overlap with other books I have read, but none provided the structured framework produced in this book by author, Scott Eblin. The book focuses on three different presences (personal, team, and organization) to have as an executive making up a myriad of new skills to be gained that counters the skills mastered to achieve executive level. Each presence is broken down into a few chapters that include testimonials from other experienced executives along with a solid list of tangible coaching moments.

This type of book is one to keep close and leverage as you focus on different aspects of the role of an executive leader. I would recommend to other current or soon to be executives striving to stay relevant and perform at the next level.

Squam Lake man says

Lots of good lessons and perspectives

Kevin Eikenberry says

There are two important things you should know about this book right away:

This book is written by a good writer who has been an executive in a Fortune 500 company; so, it is not only

well written, but it's readable and practical.

This book is a Second Edition – a “revised and expanded” book. In my experience, poor books don't get “revised and expanded”.

The Next Level - Scott Eblin This is a very good book.

- See more at: <http://blog.kevineikenberry.com/leade...>

Robert says

The Next Level: What Insiders Know About Executive Success

Scott Eblin

Davies-Black Publishing

Business careers proceed from one level to the next and these levels are frequently identified by titles, with CEO being the highest. What intrigued me about Scott Eblin's book as I began to read it is that he thinks of a career progression in terms of a series of levels of personal as well as professional development. Obviously, he agrees with Marshall Goldsmith (author of *What Got You Here Won't Get You There*) that new opportunities are accompanied by new challenges. Therefore, the ascending executive must leverage her or his strengths while at the same time abandoning any mindsets, beliefs, and habits that are inadequate, if not self-defeating. According to Eblin, "Through my research, I have defined nine sets of key behaviors and beliefs that executives need to pick up [e.g. 'custom-fit' communications] and let go of [e.g. 'one-size-fits-all' communications] to succeed. This process of picking up and letting go, I've learned, is central to succeeding at the executive level." He notes that a strength when used to excess can become a weakness. So, the ascending executive must know when and under what conditions she or he is performing best. "Operating from that base of confidence" enables her or him "to have the clarity of thought needed to make smart strategic choices" about what to pick up - and what to leave behind - when advancing into the "unchartered terrain" of the next career level.

Long ago, Henry Ford suggested that, "Whether you think you can or think you can't, you're right." Hence the importance of what Eblin calls an Executive Success Plan (ESP). Presumably the estimate is true that 40% of executives fail within 18 months of their promotion to the next level. The reasons vary, of course, but one of the most common is a failure to leverage the capabilities that led to the promotion while adding other capabilities that include different mindsets as well as new skills (e.g. delegation of authority, performance evaluations). To paraphrase Goldsmith, "What got you here explains why you are here but you need new ways of thinking and acting for your career trajectory to proceed higher." Hence the importance of formulating what Eblin calls an Executive Success Plan (See pages 195-199 and Appendix A) to maximize the value of obtaining feedback from various sources, including colleagues. Readers are also strongly encouraged to make effective use of the material in Appendix B ("Situation Solutions Guide") in which Eblin identifies some of the most common situations executives find themselves in and matches them with some of the solutions recommended in his book.

Blog on Books says

Preparing to get promoted at work can be a daunting task. All kinds of thoughts emerge as to how to handle new reports, different bosses and in the case of a new job of a transfer, a whole different complement of staffs and workers.

Scott Eblin, a former HR executive and professional certified coach, has put together a plan for succeeding at the next level and avoiding the pitfalls that lead to most executive failure as one works their way up the ladder. Eblin's approach centers on two basic concepts – expanding your view and leaving old habits behind.

When it comes to expanding one's view, Eblin advocates that new bosses should not just look up (at their bosses) or down (at their staffs) but left and right (to co-workers and executive peers) as well as diagonally, by getting to know every person that matters and focusing on the key purposes of the organization as a whole.

Looking beyond oneself is also the key to his other major platform, which involves switching out old behaviors that are based on the individual agenda and converting those efforts into the service of a broader group mission. Eblin has a list of nine habits to adopt, while leaving nine old ways behind.

Eblin's book, in its expanded second edition, is not revolutionary or even groundbreaking, but it is a useful volume for executives who suddenly find themselves moving up the ranks to positions of greater exposure. A wise book to run through before making what could become career killing mistakes during your next promotion.

Michelle says

A fabulous book! It offers insightful tools and tips for new and existing executives. The Situation Solution Guide at the back of the book is helpful in dealing with everyday situations, even if you are not an executive. Everyone could use a little training on what to "pick up" and "let go." I highly recommend this book!

Julia says

Things I wish I had known a year ago - sensible, practical ideas for managing your transition up the career ladder. Very American in its language but still a really useful book.

Rick says

I really like Scott Eblin having had an Executive Coaching seminar (over a period of six months) from him based on the Next Level Leadership concepts. I also enjoy reading his blog on leadership. I enjoyed reading the Next Level Leadership. The concepts and examples are easy to put into practice and are very relevant. There are very few books to assist executives with the transition from a mid-level manager to the executive level. I was slightly disappointed by the second edition. Although there was some updated/newer information the concepts were generally the same and I often felt like I was reading the same book again. I assume that's common for a new edition of a book of this type, I just expected more new ideas or approaches. It's definitely worth the read.

Craig says

Excellent work by Scott Eblin. Scott goes into detail the inside story of Executive life and what it takes to

succeed and thrive at the Executive level.
