



TENT TIPS For Women

In corporate America
from "The New Rules of the Game" by Susan Packard



1

Conditioning

- Get yourself ready for the game
- If you want to advance, seek line work - not support
- Learn about finance, and how it's different than accounting
- Get a global perspective

2

Composure

- To be successful, you need to keep it together when things get tough
- Calm & confident presence
- Level headed
- Learn from how the pros do it
- Watch your body language
- Be concision
- Take good care of yourself

3

Playing Offense

- You need to be assertive in what you need and want
- Practice "artful assertiveness"
- Remember that the promotion often goes to the one who gets the attention, not the one that does the best work

4

Brinkmanship

- This is the art of negotiation
- Be strategic in outsmarting your opponent
- Remember you can employ four negotiation strategies:
 - Walk away
 - Bluff
 - Size up the room
 - The Tell

5

Fan Clubs

- Build a fan base with team support to get things done, and be successful
- Fans look for success, likability, and humor
- Need to display competency, results, and trust
- Manage confrontation & build rapport

6

Practice

- Use your daily job to practice for the big moments that matter
- Remember the 10,000 hour rule
- There will be zigs and zags in your career; embrace them

7

Uniforms

- What you wear to work matters
- It conveys your brand without a word
- First impressions matter
- You want to be power-neutral in your day-to-day wardrobe
- Recognize & dress appropriately for special occasions

8

Sportsmanship

- Be gracious in winning or losing
- Sometimes you win, sometimes you don't
- People will remember your reaction to winning or losing

9

Grit

- Grit is about resilience in the face of obstacles
- Fuel for stamina and growth
- Accept reality and face losses
- Improvise
- Need a special kind of grit when things go wrong

10

Team Player

- Both your work team and your home team matter to your success
- Team chemistry is key
- Your home team includes spouse/partner, kids, friends, and support people

New Rules Of The Game 10 Strategies For Women In The Workplace

Francis J. Turner



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