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5 Psychological Hacks to Make You a Better Business Conversationalist

Becoming a better business conversationalist means approaching your conversations like a master craftsman, constantly figuring out a better way to do things or a better way to relate to the people you come in contact with. It takes effort, It takes consistency. And it takes a willingness to learn from your mistakes. There are shortcuts you can take though...

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Lessons from Leaders - In-depth Profiles

In-N-Out Burger's Lynsi Snyder Is the Best Female CEO in America, According to an Analysis of More Than a Million Glassdoor Reviews

At 37 years old, Snyder is the highest-rated female CEO in the U.S., according to Glassdoor's Employees' Choice Awards for the Top CEOs in 2019. Snyder is notoriously private, but over the years a few details about her life have emerged, painting a portrait of a woman who is resilient in the face of overwhelming stress and adversity - characteristics any young CEO should have at their disposal...

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Coaching Corner – Joel's Article of the Week

Five Communication Hurdles to Leadership Effectiveness and Influence

When it's not clear whom people should talk to about particular types of issues, communication is likely to break down. Your workplace needs to have well-defined channels of communication for handling projects, and managers need to set the tone for communicating well...

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Career Central - Tips for Career Changers

Look Out For These Warning Signs Before You Take That New Job

A work-related red flag can be something you witness during the interview, read about in a company review, or hear about through the industry grapevine. But no matter the source, listen to your reaction to the news. "Trust yourself," Crawford encourages. "If you sense something might be off, listen to that gut instinct and ask about it during the interview."

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Joel In The News - Interviewed by Top Media Outlets


How to Turn Your Temp Job into a Full-Time Job


"Test driving employees is a great way to get to know a candidate, before making the full investment of bringing them onboard permanently," says Joel Garfinkle. However, there are some general factors that usually help determine whether or not a temp successfully transitions to full-time."

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Webinar

January 25th, 2020 - 1pm Eastern/10am

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- **3-day weekend:** 33% of workers are willing to take a pay cut for a 3-day weekend, 12% willing to take an average pay cut. (USA Today)
- **Workers say closed door is best:** Office design that workers say is most conducive to productivity - 37% say enclosed office, 23% say positioned cubicles, 19% open-plan office, 19% working remotely, 2% other. (USA Today)

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"The exercise of power is determined by thousands of interactions between the world of the powerful and that of the powerless, all the more so because these worlds are never divided by a sharp line: everyone has a small part of himself in both." ~Vaclav Havel

"Most people give up just when they're about to achieve success. They quit on the one-yard line. They give up at the last minute of the game, one foot from a winning touchdown." ~Ross Perot

Books Authored by Joel A. Garfinkle

Gain the Competitive Edge In Your Career



Garfinkle Executive Coaching - The top online resource for creating fulfillment at work.
Recognized as one of the best: Acknowledged as one of the top 50 executive coaches in America.
 Global Gurus named Joel #15 on its list of [top 30 global coaching experts](#).

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