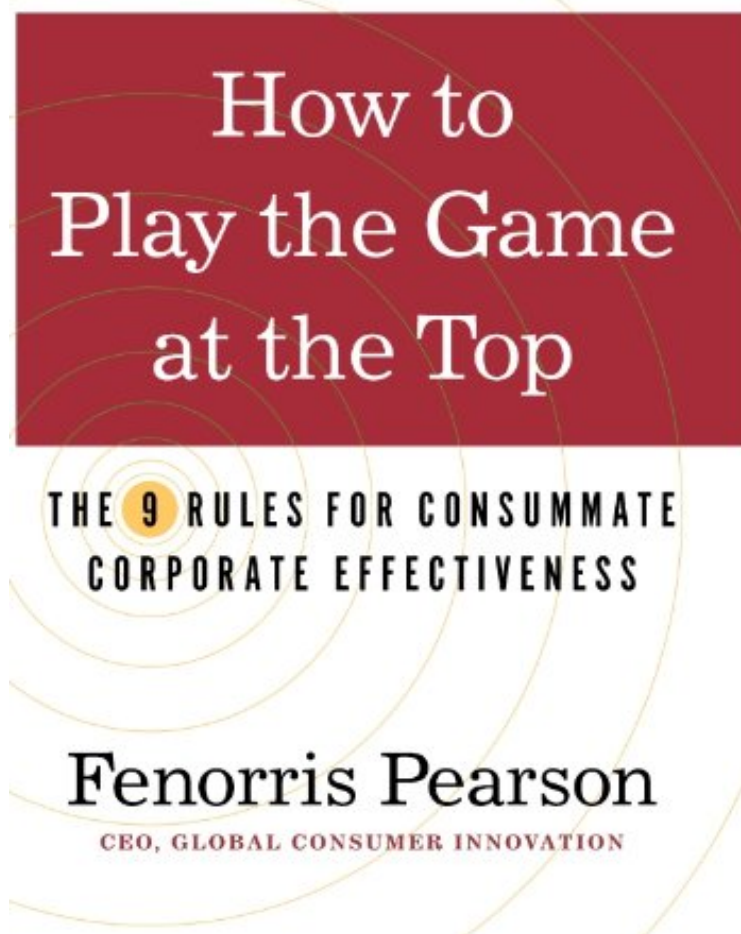


# How to Play the Game at the Top: The 9 Rules for Consummate Corporate Effectiveness

*Fenorris Pearson*

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Foreword by **Marshall Goldsmith**, author of the *New York Times* bestseller *What Got You Here Won't Get You There*



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**Fenorris Pearson : How to Play the Game at the Top: The 9 Rules for Consummate Corporate Effectiveness** before purchasing it in order to gauge whether or not it would be worth my time, and all praised *How to Play the Game at the Top: The 9 Rules for Consummate Corporate Effectiveness*:

0 of 0 people found the following review helpful. Bold and insightful  
By Jaewoo Kim  
You almost never see books that are this honest about corporate politics and climbing the corporate ladder, especially from those with first-hand experience in reaching high level corporate positions. Just writing about it brands you as a Machivellian. According to the author, if you want to climb the corporate ladder, you need to do a lot of things well. You need to understand the unwritten rules, make your boss "look good", and have strategic allies. All these things, of course, are well-known. But

the author delves further and cogently states that getting to the top takes a breakthrough in the form of mentor/sponsorship from those in powerful positions. Having the right mentor/sponsor who is committed to pulling you up the corporate ladder can not only change your career, but it can also change your life. And most people who reach the top tend to have such corporate mentor/sponsors. The book also spends considerable number of pages specific to MBA graduates. The author walks a fine line between stating that the MBA worthwhile but not quite as worthwhile as MBA graduates think. In other words, the value of MBA is not a golden ticket that many MBA holders want it to be, and yet, MBA is still very valuable and often a prerequisite to higher corporate positions. This book is very well written in a very engaging style. The author is a gifted writer. The book contain many great advice on how to behave and think in the corporate environment. I highly recommend this book. 0 of 0 people found the following review helpful. Good read. A how-to guide for climbing the ladder. By Daron Levy I bought this book last year after hearing the author during a radio interview. He stated a lot of true facts about the realities of working in today's corporate world. Some of his descriptions matched my situation so closely that I decided to give his book a read. This book states the plain blunt truth of the American corporate culture. The author tells you what you need to know, and doesn't sugar coat it. Having Fenorris Pearson explain what it really takes to get promoted, is like when your parents explain that there's no Santa Claus, but you can still get presents. On one hand: It's devastating to learn that you've believed in a fairy tale for so long, and uselessly left milk and cookies out every year. On the other hand: it's exciting to learn the truth, and you learn more about how the world really works. With the truth you can also skip the milk and cookie bribery and figure out what REALLY contributes to getting bigger presents under the tree. The good: Very accurate and honest depiction of how to improve your career. Though aimed at executive-types, there's a lot of great information that applies to the Average Joe as well. I especially liked the sections about mentoring. The author is intelligent, well spoken, and does a great job of describing both the "hows" and the "whys". The bad: As mentioned, he's speaking as if his audience is mostly executives, and people shooting for upper management. People getting their MBA might get even more out of it than I did. In conclusion: I'm glad I bought this book, and I found the information in it both accurate and useful. 1 of 1 people found the following review helpful. Insightful [unwritten] rules for the corporate game. By saage Mr. Pearson does an excellent job painting a true picture of how executives are made in corporate America. Sponsorship IS the critical element, and it is discussed at length...including strategies to identify and secure a sponsor. My favorite aspects of the book were how to identify your X-Factor and form your "Employment Pyramid." I also appreciate the emphasis placed on ethics, morals, and sticking to the high road! This is a message more executives should understand and embrace. Finally, the importance of giving back is discussed as the factor which translates success into significance and this is well stated. If you are a recent graduate [either undergraduate or MBA], a mid-level manager looking to move forward, or an executive in need of some good reminders...this book is for you!

Before starting his own successful company, Fenorris Pearson was a top executive with Dell and Motorola with responsibilities in Asia, Europe, the Middle East, Africa, and the Americas. He worked with top people on top teams building and selling top products to global audiences. Smart people like to work with smart people and when cutting-edge technology, big-name corporate players, major new product launches, and billions of dollars are on the line, there is no room for sleepwalkers, jokers, or phoning it in. Top performers get to the top by bringing their A-game every day. But now even that isn't enough. You have to come fully prepared to work at the top of your game, every day. Pearson reveals how to do just that, opening up the corporate play book and providing a glimpse into the inner workings of the men and women driving American business today: the consummate corporate executives.