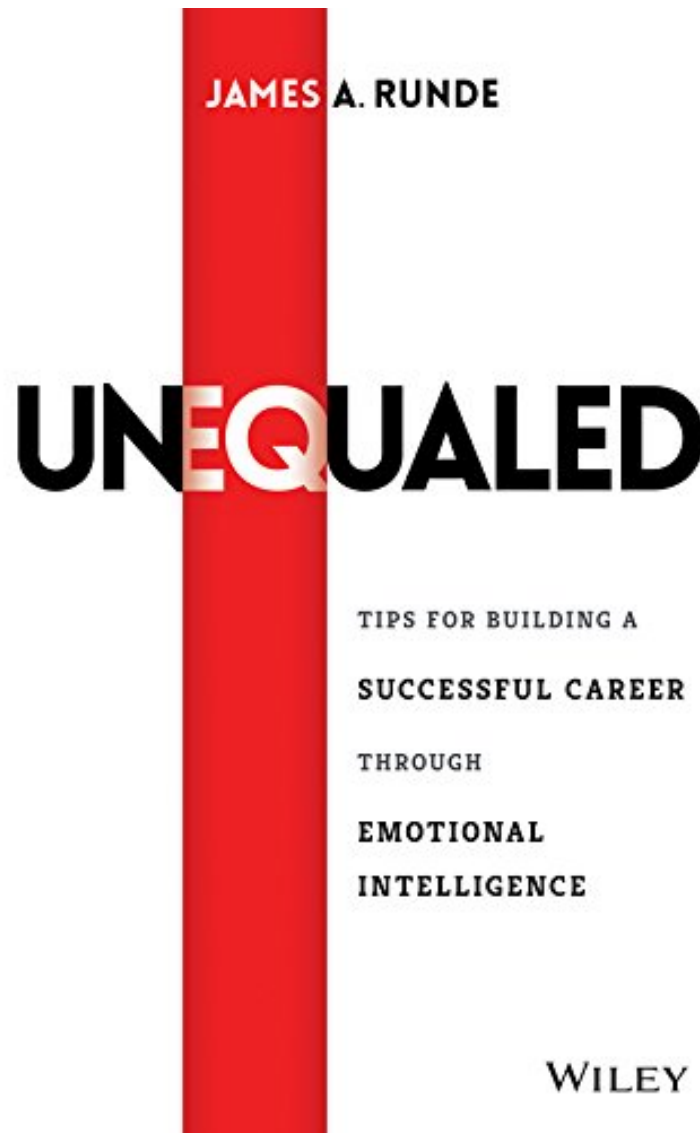


Unequaled: Tips for Building a Successful Career through Emotional Intelligence

James A. Runde

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having a mentor in the organization that you always wanted, giving you a step by step guide on how to build your career. The actual lessons are practical, broken down into simple steps and accessible. I often found myself saying "that isn't that difficult, I could do that". My sense is that I will keep going back to it again and again over my career in finance, and it will probably be one of the most important handbooks I picked up. 6 of 6 people found the following review helpful. Excellent read with nice short chapters that are packed with ...By Neely KountzeExcellent read with nice short chapters that are packed with helpful material. After reading this I would love to attend one of Mr Rrunde's talks on his business experiences. Grade =A+4 of 4 people found the following review helpful. A great book for people at the beginning of their careersBy Michael V.I read this book during the first month of my new job as a product manager. The book isn't intended for my role but I still benefited from concepts introduced. Especially the first part as it is focused on people just at the beginning of their career.I believe that no matter what is your role in a company, you can benefit from reading this book.

The real secret to career success and what it takes to get ahead is EQ UNEQUALED is the client service professional's guide to getting ahead and achieving professional goals. You're smart and hard working, but guess whatmdash;so is everyone else. So how do you stand out? You need to distinguish yourself in order to get ahead, but simply being good at your job is not enough. Moving up is about soft skills, networking, client connections, emotional intelligence, and your personal reputation. This book is a frank and candid guide to what it really takes to succeed in the field, packed with insights, stories, and actionable tips based on the author's 40 years at Morgan Stanley. You'll learn how to lead, when to follow, and how to build the reputation you need to get ahead in a competitive field. This book shows you how to step up your relationships, strengthen your soft skills, and build your brand for success. Differentiate yourself and expand your career Build relationships through planning and preparation and deliver commercial results Lead effectively, increase productivity, and build a better work environment Build, enhance, and leverage your personal brand to support your own success Network effectively to find mentors and sponsors Realizing your career goals means being visible, having influence, and crafting a reputation as a valuable contributor while delivering outstanding results. UNEQUALED shows you how to adapt yourself, collaborate with colleagues, influence clients, and become an excellent boss.

"This book is a testament to Jim Runde's contributions to the investment banking industry and his invaluable insights and mentoring of colleagues over four decades. Runde presents an indispensable guide to those who would like to refine their performance, build and maintain client relationships, advance their careers, lead with exceptional ideas, and distinguish themselves as professionals." Acirc; COLM KELLEHER, PRESIDENT, MORGAN STANLEY "There could not be a better compass with which to navigate a career in any service profession than this gem of a book. This is a must-read for any young banker, lawyer, or other professional." Acirc; THOMAS J. REID, MANAGING PARTNER, DAVIS POLK "Jim Runde's book answers the many questions professionals would benefit from asking but often don't. His practical advice and clear, simple guidance on what to do, and how to behave on critical dimensions of client service are tips from which all service professionals could benefit. I wish I had read them during, not after, my 27-year career in consulting." Acirc; NORA AUFREITER, DIRECTOR EMERITUS, MCKINSEY COMPANY "UnEQualed gives great practical advice for someone early in their careers and even on down the road to any CEO. Runde shares his own career experiences, both the positive and the painful, so you won't have to learn the hard way. An essential read to achieve your personal best!" Acirc; W. RODNEY MCMULLEN, CHAIRMAN AND CHIEF EXECUTIVE OFFICER, THE KROGER CO. "Read this book. Runde makes a strong case that it takes much more than book smarts and hard work to build a successful career. Runde's commonsense guide shares what will make all the difference in achieving excellence." Acirc; RONALD L. SARGENT, CHAIRMAN AND CEO, STAPLES, INC. Idquo;This book is a testament to Jim Rundersquo;s contributions to the investment banking industry and his invaluable insights and mentoring of colleagues over four decades. Runde presents an indispensable guide to those who would like to refine their performance, build and maintain client relationships, advance their careers, lead with exceptional ideas, and distinguish themselves as professionals.rdqquo; mdash;COLM KELLEHER, PRESIDENT, MORGAN STANLEY Idquo;There could not be a better compass with which to navigate a career in any service profession than this gem of a book. This is a must-read for any young banker, lawyer, or other professional.rdqquo; mdash;THOMAS J. REID, MANAGING PARTNER, DAVIS POLK Idquo;Jim Rundersquo;s book answers the many questions professionals would benefit from asking but often donrsquo;t. His practical advice and clear, simple guidance on what to do, and how to behave on critical dimensions of client service are tips from which all service professionals could benefit. I wish I had read them during, not after, my 27-year career in consulting.rdqquo; mdash;NORA AUFREITER, DIRECTOR EMERITUS, MCKINSEY COMPANY Idquo;UnEQualed gives great practical advice for someone early in their careers and even on down the road to any CEO. Runde shares his own career experiences, both the positive and the painful, so you wonrsquo;t have to learn the hard way. An essential read to achieve your personal best!rdquo; mdash;W. RODNEY MCMULLEN, CHAIRMAN AND CHIEF EXECUTIVE OFFICER, THE KROGER CO. Idquo;Read this book. Runde makes a strong case that it

takes much more than book smarts and hard work to build a successful career. Runder's commonsense guide shares what will make all the difference in achieving excellence." —RONALD L. SARGENT, CHAIRMAN AND CEO, STAPLES, INC.

From the Inside Flap

UnEqualed is a candid and unconventional guide to getting ahead and achieving your professional goals. You are smart and hardworking, but so is everyone else you work with. In order to distinguish yourself and get ahead, you need to go beyond your job description. Moving up is about emotional intelligence (EQ), soft skills, networking, visibility, client connections, and maintaining a stellar personal reputation. This book tells you what it really takes to succeed in your field. It is packed with insights, stories, and actionable tips based on the author's 40 years at Morgan Stanley, one of Wall Street's premier firms. You will learn how to lead, when and how to take a chance and use your intuition, and how to get more responsibility sooner in order to accelerate your progress in any competitive profession. Adapted from James A. Runde's presentations to major corporations and universities, UnEqualed is a step-by-step guide showing you how to network effectively to find mentors and sponsors, gain respect and be heard, deliver commercial results, build and lead engaged teams, and get promoted. EQ is critical in any job today, and Runde explains clearly how to hone this aspect of your personality to adapt to changes, collaborate with colleagues, influence clients, and become an admired boss. UnEqualed's time-tested, practical insights about flourishing in the professional world will help anyone seeking a fulfilling and successful career.