

Absolutely Necessary: Bulletproof Tactics That Will Put You In High Demand

Ross Shafer, Michael Burger



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Absolutely Necessary will be a career-long resource for business leaders and team members who want to become an important contributor - a valued voice to any organization. Shafer and Burger have researched hundreds of companies to unearth those traits and strategies that makes a person valuable to a company. Readers will take away bulletproof tactics that will put them in high demand. You'll learn how the best people premeditate their decisions so they can get buy-in from their constituents. You'll be coached on developing marketplace peripheral vision so that you will able to spot competitors in your blind spots. You will go away with a clear understanding of which Big Data and which Digital Marketing will be the revenue engines of the future. Shafer and Burger will also motivate you to create trust by making course corrections with humility and urgency. Absolutely Necessary proves that anyone can operate at a world class level if you are able to channel your enthusiasm and energy toward what they call focused reality. Shafer and Burger speak and consult with Fortune 1000 companies worldwide. In their work they are obsessed with who succeeds, who fails, and why? Their tactics aren't suggestions. The advice in this book are MUST DO's. THIS E-VERSION contains more than dozen links to compelling VIDEO CONTENT associated with the stories in the book.

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