



BUSINESS BOOK

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## Seven techniques to get the boss's ear

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### **Why Should the Boss Listen to You? The Seven Disciplines of the Trusted Strategic Advisor**

By: James E. Lukaszewski

*John Wiley & Sons Inc.*, 2008, 226 pp.

Becoming a trusted strategic adviser requires more than face time with the boss in a variety of settings. It means making sure the time spent with executives is limited, focused, and in your operational interest. It requires seeing the world from the boss's perspective.

In "Why Should the Boss Listen to You?," author James E. Lukaszewski provides information explaining systematic processes for getting to and working at the highest levels and having maximum impact as a trusted adviser. Readers will find out how chief executives and other top executives think, understand what matters to them, and how they operate.

Trusted strategic advisers will then understand what executives expect and need. There are seven disciplines of trusted strategic advisers:

- Be trustworthy
- Be verbal visionaries
- Develop a management perspective
- Think strategically
- Be a window to tomorrow
- Advise constructively
- Show the boss how to use your advice

When these skills are mastered, advisers will benefit from rewards such as access, influence, and impact.

The book's easy-to-digest lists, worksheets, and charts help readers understand how successful strategic advisers encourage operational people to do what it takes to be heard.

The relentlessly persistent adviser plays a crucial role in finding approaches that operations can directly implement, and quickly produce constructive results. ■