



The Ugly Truth about Managing People: 50 (Must-Get-Right) Management Challenges...And How to Really Handle Them

By Ruth King

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The Honest Truth about Managing

Managing people is one of the toughest jobs in business. Make the right choices, and there is no limit to how you and your business can grow. Make the wrong choices, and there is sure to be trouble ahead. The problem is, no one ever tells you this up front and helps you avoid the pitfalls.

Learn from the experiences of real managers just like you, who have faced the same problems and devised smart solutions. Through stories and lessons from managers who have been there, you'll discover how to handle such situations as:

- My Direct Reports Were Fighting
- I Inherited an Employee Who Hated Me
- The President Tried to Bully Me
- I Fired a Friend
- I Didn't Know What My Bosses Wanted
- Retaining My Workers Was Tough

Know the solutions to tackle any problem.

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The Ugly Truth about Managing People: 50 (Must-Get-Right) Management Challenges...And How to Really Handle Them By Ruth King Bibliography

- Sales Rank: #1185471 in Books
- Brand: Brand: Sourcebooks
- Published on: 2007-07-01
- Released on: 2007-07-01
- Original language: English
- Number of items: 1
- Dimensions: 8.00" h x .70" w x 5.25" l, .75 pounds
- Binding: Paperback
- 320 pages

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Editorial Review

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Award yourself a nickel for every time you—or your friends—have encountered a people issue at work. Then, open entrepreneur and seven-time business owner King's new book, the first in a series entitled The Ugly Truth About . . . Those nickels will soon be diverted to a piggy bank by, at the very least, flipping through the 50 stories—and the 17 ensuing solutions. Contributed anonymously, the real-life examples are all too familiar: sexual harassment, compensation misunderstandings, work-family imbalance, customer service snafus, and wrong job for the individual. Yet each story, at the end, features lessons learned and how to apply them. On the other hand, the strategies to avoid human-resource issues are streamlined and proactive, ranging from how to hire people smarter than you to how to publish an e-manual . . . and ensure that all employees read and understand it. What follows is good advice about hiring managers and seven so-called management myths, which most newbie executives should already know. A decent collection of people tips primarily geared to business owners. Jacobs, Barbara

From the Author

I wrote this book because as an entrepreneur I felt alone most of the time. When I had management problems I didn't know who to turn to. I realized that most entrepreneurs feel this way. I wanted to tell the stories of entrepreneurs who have survived horrific management experiences so that we all could realize that we are not alone. There are people who have gone through similar, or even worse, situations than we are experiencing and thrived.

I had been in business for more than 10 years when I wrote this book. As a result of some of the entrepreneurs who willingly gave their time to help others, I changed many of the ways that I was running my businesses. They have been run better and more profitably as a result.

Thank you to all of the entrepreneurs who shared their stories in hopes that we can help other small business owners.

From the Back Cover

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Users Review

From reader reviews:

Graciela Johnson:

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David Russell:

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