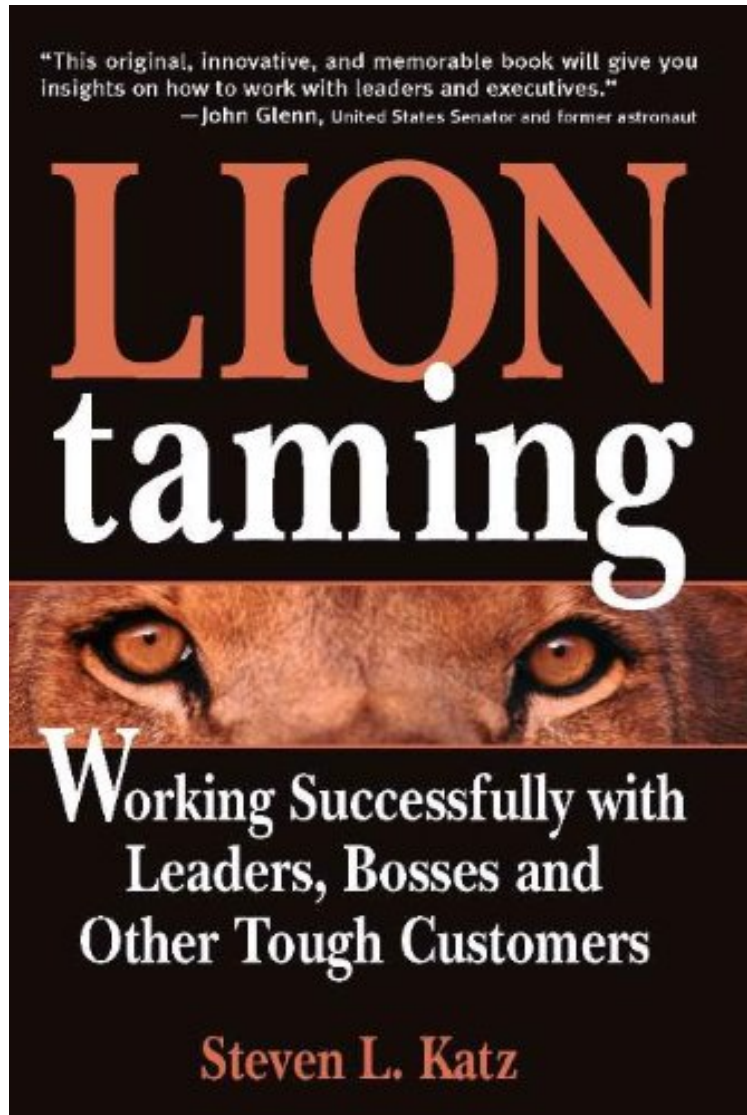


[Free] Lion Taming: Working Successfully with Leaders, Bosses and Other Tough Customers

## Lion Taming: Working Successfully with Leaders, Bosses and Other Tough Customers

*Steven Katz*

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**Steven Katz : Lion Taming: Working Successfully with Leaders, Bosses and Other Tough Customers** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Lion Taming: Working Successfully with Leaders, Bosses and Other Tough Customers:

0 of 0 people found the following review helpful. Yes-men don't make it. By Fairportis In most office environments, knowing how to positively interact with the boss (who's not a first line supervisor) is important. For major corporation, knowing how to interact with executives is critical for mid-level managers and similarly aspiring roles. This book

helped me understand many of the mannerism and driving behaviors of my corporate executives. It truly helped me understand the need to establish myself in their world and not just buckle under or be an office "Yes-man". I've read hundreds of business books and articles and this is one of those rare collections of insights and information. Its very similar to the eureka moments I had while reading "Men Are from Mars, Women Are from Venus". So if you are in a corporate environment and regularly interact with executives (or will be in the future), this book is well worth a read through. BTW, isn't it ironic that Katz wrote a lion book?!? Just sayin. 4 of 5 people found the following review helpful. It works! By A Customer While reading this book, I was faced with a situation involving the president of our professional society and several other officers. Our "lions" were quickly "tamed" by using the insights in this wonderful book, and now everyone (including the lions) is happier (and more effective). The book is lively and easy to read. As an educator, I appreciate the instant summaries in each chapter and the pithy quotes from "real lion tamers" scattered generously throughout each chapter. The "lion taming" metaphor is an apt one for dealing with all kinds of situations with bosses, leaders, colleagues, mentors, . . . just about anyone we deal with professionally. And Katz applies the metaphor masterfully, weaving in his own considerable experience "in the arena" with some interesting and occasionally intractable "lions" in business and government. LION TAMING is certainly going to be the next "big thing" in management circles! 0 of 1 people found the following review helpful. How to get along with the sociopath in charge By Bruce C. Douglas The author tries to use circus lions and their tamers as a metaphor for dealing with a strong leader. He says, for example, that "You first must understand what shapes the lion's perception of the people and the world around them. Is there a way to decode their thoughts? Yes. Lions, including those at the office, make a simple and instinctive calculation the minute any living thing comes into view. You are either prey, the enemy, or ignored. Prey they eat. The enemy they kill. Everyone else they disregard" and that you must "Recognize their instinctive qualities and needs, learn where they are headed, and be the person who helps them to prepare in advance so that they can act instinctively and successfully. Be a valuable source of information and experiences for the lion to incorporate into his or her instinctive thought and behavior, but do so in a way that is compatible with the four dimensions of instinctive thinking and leadership." In other words, find out who big brother is, find out what he wants, and knuckle under. The lion-like managers he describes are really sociopaths. Think of Hitler or Stalin as examples, or "The Masters of the Universe" on Wall street whose "tamers" created and sold worthless financial products that the "lions" didn't even understand. Yes, aggressive, selfish, amoral individuals can get far if they can convince those under them to do their bidding, or allow the credit for their ideas and accomplishments to be expropriated by the boss. There is an amusing aspect to the lion taming metaphor. In real life (as the author late in the book acknowledges,) lions don't do much. The females do the hunting and raise the cubs (unless a male decides to have them for lunch); the males are basically physically dominating layabouts who are needed for procreation. BTW, the author does not raise the issue of what skills the corporate "lion" actually brings to his organization other than his instincts for action and dominance. IMO, this book demonstrates what is wrong with the modern B-school approach to business. You may remember that a man named Ford actually built cars, as did Walter P Chrysler, and that Donald Douglas and Loughead (i.e., Lockheed) built airplanes. Who remembers who ran GM as it went bankrupt? B-schools (and this author) appear to suffer from the fallacy that only process and aggressive leadership matter. But passion about the products produced by the organization is also very important, far more so than simple leonine aggression. The book is good for one thing; if you find yourself working for a sociopathic "lion" like the ones described in this book, then immediately start looking for another job. Hitler and Stalin, prototypical "lions", did not do very well for themselves, their underlings, and a good part of the world.

Visit [www.liontaming.com](http://www.liontaming.com) for more information! "This original, innovative and memorable book that will give you insights on how to work with leaders and executives." --John Glenn, United States Senator and former astronaut Do you feel that you need a whip and a chair to work effectively with your boss, client, customers, or others? You know the dangers-a growl if you throw them a compliment and a roar if you ever look for thanks! Lions are the people in all organizations who wield power and influence. They act differently because they think differently. But that doesn't mean that they have to be difficult to work with! Lion Taming will help you get inside their minds, so you can communicate and work more effectively together. Based on in-depth interviews and research into real lion tamers as well as the experiences of numerous people at all levels of the workplace, Steven L Katz shows how the secrets of the center ring can lead to a great performance in the office. Prey, the Enemy or Ignored: Lions make an instinctive calculation the minute any living thing comes into view: You are either prey, the enemy, or ignored. Lion Taming shows you how to avoid all three of these and earn a place in the pride. The Lion's Four Senses: Every lion in the workplace views things through four senses: Dominance, Territory, Social Standing, and Survival. Understanding these senses, and how to make use of them, will give you a leg up in working with your lion. Sticking Your Head in the Lion's Mouth: Lion Taming shows you how people stick their heads into the lion's mouth in the office, why it shouldn't be done, and how to avoid it yourself. Lion Taming Is Really Lion Teaming!: Ultimately, the purpose of lion taming is not just to survive. Lion tamers and lions work together to achieve something that neither could achieve alone. Together, you can leap through the hoop of fire! Lion Taming also contains more than 75 secrets of the lions

tamers and numerous strategies for working with the lions in your workplace, such as:

- o Approaching the lions so the lions will approach you
- o Closing the gap between attention getting and attention using
- o Establishing trust and rapport
- o Building the Lion Team in your office!

Lion Taming is the ultimate guide to everyone's "real" job: working successfully and achieving results with leaders, bosses, and other tough customers!

**LION TAMING HAS THE STRATEGIES AND SECRETS YOU NEED TO:**

- o Establish your presence, authenticity and credibility in the eyes of leaders, bosses, and other tough customers
- o Identify the lions around you, and separate the good ones from the bad ones
- o Get inside the lion's skull by learning about The Lion's Four Senses and The Lion's Instinctive Identity
- o Decode the lion's social worlds: the hierarchy and the pride
- o Avoid being the prey, enemy or ignored, and become a very influential member of the pride or organization!

From Publishers Weekly  
Katz, formerly adviser to four U.S. senators and a staffer in the Clinton White House, has seen his share of "lions" in the government and Fortune 500 companies. These people, he maintains, are the ones who make everyone miserable because they rule their own "jungles" and play by their own rules. Since these lions will not alter their behavior patterns, it is up to their colleagues to learn essential office "taming" techniques: "The lion establishes the territory, but the lion tamer... must maximize the display of the lion's strengths, while managing the risks associated with their possible weaknesses," explains Katz. The author uses anecdotes about business lions along with techniques from both the corporate world and that of actual lion tamers. Rather than fighting the lion in the office, people must learn various strategies to keep the lion happy. These techniques include continually providing a stream of information to the lion, showing off their skills in public so the lion sees their strengths and helping the lion to feel comfortable in the office. Although the author clearly explains his approach to difficult corporate types and some of his strategies seem quite sound, this is a tough book to follow. The jargon related to lion taming slows the reader and sometimes overwhelms the practical advice. Even so, employees who are comfortable with business profiles and management theory may benefit from some of Katz's techniques.

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From the Publisher  
Why is LION TAMING important? LION TAMING: Working Successfully with Leaders Bosses, and Other Tough Customers is the first book to recognize that everyone's real job includes the need to understand the people who wield power and influence and have strategies at their fingertips to communicate and work more effectively with them. It does so through the use of a metaphor that is already in people's minds. Lion taming is an identity and a role that you can step into whatever your actual job, position, title, or occupation may be. From executive assistant to CEO - there is always a bigger lion. Most books that explain leadership, management, and organizations are written with the goal of having the top executives identify with the story and tell everyone around them to read the book. LION TAMING is the book everyone else will read but they won't tell the boss they are reading it! LION TAMING: Working Successfully with Leaders Bosses, and Other Tough Customers uses both the metaphor of being a lion and of being a lion tamer to enable readers to read their own experiences into the book and create a strategy that fits their own personality and position. Being a lion is personal in a way that makes people in the workplace unique in the eyes of others -- and so is being a lion tamer! How will LION TAMING benefit its readers/affect their lives?

- \* Establish your own presence, authenticity, and credibility in the eyes of leaders, bosses, and other tough customers
- \* Learn to identify the lions all around you, and separate the good ones from the bad ones.
- \* Get inside the lion's skull by learning these tools:
  - o The Lion's Four Senses
  - o The Lion's Instinctive Identity
- \* Understand that lions in the work place live in two social worlds:
  - o The hierarchy -- the world in which they establish they are a lion
  - o The pride or organization that supports and enables their role as a lion
- \* Learn that if you compete with or threaten the lions in your office, they will assume you are challenging their place in the hierarchy. But if you show that you are supporting their status, role, and objectives, you can be a very influential member of the pride or organization!
- \* Lion Taming contains more than 75 secrets of the lions tamers
- \* Lion Taming contains specific strategies that come directly from the methods that real lion tamers use to:
  - \* Enable lion tamers and lions to adjust to each other
  - \* Approach the lions so the lions will approach you
  - \* Close the gap between attention getting and attention using -- and do it on cue!
  - \* Lion Taming Is Really Lion Teaming: Spark the kind of communication and behavior with the people who are the lions and others around you by using the golden nugget of lion taming wisdom: by building rapport, trust, confidence, and respect, Lion Taming Is Really Lion Teaming!

What are three words that you feel best describe LION TAMING? Roaring with Insights! (Insightful, Dynamic, Witty) How is LION TAMING unique? Does it use a different approach to its subject? LION TAMING: Working Successfully with Leaders Bosses, and Other Tough Customers is unique because it successfully taps into an image in everyone's mind and translates it into experiences, secrets, and strategies that apply to virtually every job. Lion Taming is not a theory, but a role that you step into, and it can be done whether you are an executive assistant or the CEO. There is always a bigger lion! In addressing everyone's need to strengthen personal awareness, communication, and behavior when working with people of power and influence--a subject sometimes addressed in the context of "managing up"--the metaphor of being a lion tamer provides readers with new and personal identity that also makes them feel stronger and more capable. The metaphor and the stories about both lion taming and business experiences blend together to enable readers to visualize their own experiences, their own lions, and their own opportunities to begin to work as a lion

tamer! The majority of business and worklife books tell a story from the standpoint or experiences of a well-known or accomplished leader, such as Jack Welch, the former CEO of General Electric. However, very few people can arrive at work and step into the shoes of someone like Welch or any other CEO who books are written about. As a result, such people are really metaphors themselves, but ones of very narrow value and use to others. LION TAMING: Working Successfully with Leaders Bosses, and Other Tough Customers fills an unmet need for books that establish that there is an art to working with leaders, executives, clients, and customers-and that the art is in the nature of the understanding, relationship, and behavior between you and them. LION TAMING opens your eyes and provides the secrets and strategies to those important links to success. As one reader commented - "Finally, a book for the rest of us!"

About the Author Steven L. Katz, has worked for more than twenty years as a right-hand executive and senior advisor to leaders and executives across the worlds of business, politics, government and non-profit organizations. From Capitol Hill and the White House to boardrooms, clients, and customers, the author has developed the art of lion taming and added it to the lexicon of the workplace. Steven L. Katz has degrees in anthropology, history, and law. He lives with his family outside Washington, D.C.