



# The Secret Handshake: Mastering the Politics of the Business Inner Circle

*Kathleen Kelly Reardon*

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# The Secret Handshake: Mastering the Politics of the Business Inner Circle

*Kathleen Kelly Reardon*

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In *The Secret Handshake*, top corporate consultant and USC management professor emerita Kathleen Reardon explores and reveals the hidden rules on the ins and outs of corporate politics that you won't find outlined in any employee handbook.

Based on hundreds of candid interviews with executives at Fortune 500 companies who have achieved their goals and joined the inner circle, *The Secret Handshake* lays bare the unstated conventions that govern and shape corporate hierarchies. Taking readers inside boardrooms to learn firsthand how the top decision-makers view and assess the employees under them, it offers invaluable advice on such career-building tactics and skills as getting noticed, networking, persuading others, knowing which battles to fight, and mastering the art of the quid pro quo. For all those who aspire to be part of the decision-making body of their organization, *The Secret Handshake* is the ultimate intelligence report on whom to trust and whom to watch out for, how to manage the inevitable conflicts that will arise, and how to read between the corporate lines.

Shortly after its release, the hardcover edition of *The Secret Handshake* reached Number 2 of the most popular Nonfiction Bestsellers among Amazon.com customers.

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