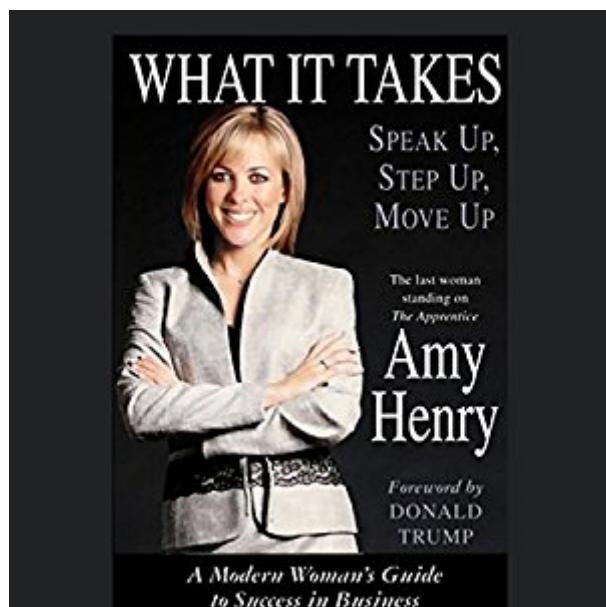


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# What It Takes: Speak Up, Step Up, Move Up; A Modern Woman's Guide To Success In Business



## **Synopsis**

In What It Takes, Amy Henry, a formidable business woman and national star from the original season of The Apprentice, shares her experiences, skills, and in-your-face advice for moving up in today's workplace. Throughout her impressive ten-year business career, Amy has learned how women can succeed by using the strategies men use every day, and by thinking of femininity as an asset, not a liability.\* No crying in the boardroom-use the right emotions at work\* Negotiate for what you're worth-get the compensation you deserve.\* Speak assertively-confidence isn't arrogance.\* Dating at work-know the consequences\* Ask forgiveness, not permission-take a riskHip, honest, and controversial, What It Takes is the ultimate guide to the reality of today's business world from the new model for today's young business women. --This text refers to an out of print or unavailable edition of this title.

## **Book Information**

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## **Customer Reviews**

After reading other women in business books, I read this & thought it was great. This book talks about men & women in the workplace & how we need to act different to get the same things. This is a quick read & gets right to the point. I really believe this book has valuable information to help women, some of it basic, all of it in the modern workplace. Having worked in an office for over 10 years, I have seen mistakes that could have been avoided by reading this book. Some of the things Amy writes about are:-Tooting your own horn-Staying away from gossipy people, they will do nothing for your career but give you a bad reputation-Sexuality in the workplace - how to act & dress sophisticated rather than sexy-How to ask for & negotiate a job offer, promotion, raise &

benefits-Networking with the right people-How to deal with emotions at work & picking your battles-How to portray the right image-Not to take things personallyThe list goes on. There's a lot of helpful information for women in business & I already feel empowered having read this book. I think this is a must for every woman starting out in the business world!

This book is more suited to women than men. Amy candidly discusses her successes and mistakes and includes successes and mistakes by other women in corporate America. Some stories are amuzing and humorous. Not as much practical information as Carolyn's book. However, the way Amy has approaches various situations should be helpful for young women that are on their first or second jobs (or just out of college).

As the last woman standing on NBC's hit show "The Apprentice," Amy Henry has a lot to say about business. Rather than focusing on her television experience, however, Henry draws from her eight-year career of managing multi-million dollar software projects and offers a host of strategies for success, particularly in male-dominated industries. She insists on the power of networking with the big boys; stealth bragging, so that people will know about your accomplishments; speaking up and using your charm, beauty and womanly intuition. Henry's advice is similar to those found in other books, but her no-nonsense, woman-to-woman approach will be helpful and enjoyable for younger women and those breaking into the business world.

I read this book expecting a lot and I got a lot from it. While other books for women, like "nice girls don't get the corner office" tend to go more into analyzing why women act a certain way, Amy Henry's "What it Takes" does not waste time. This was a quick read but I learned so much about how to "play the game." Being a woman in the consulting world can sometime be aggravating since there are many white men at the top who seem to pave the road for other white men. Amy's book tells you how to play the game that you MUST play in order to get ahead and be taken seriously. I used her techniques and have become a key player and have become highly respected by my peers and bosses. The main point that Amy is trying to get through our heads is that we need to play the same game men play to get a head. If we just follow the "rules" and expect others to notice and reward us, we are joking ourselves. We need to stand up for ourselves like men do, and we can succeed just as men do. This is a great book for younger women just starting their career. I highly reccommend this book.

I am not sure how Amy would rate as being an expert in this subject. Just to recap, Amy finished 4th in the Apprentice. She was fired after the interview stage. Four highly experienced managers from the trump organization interviewed Amy on a 1-1 basis. All four came back and stated the same thing.. that Amy has no substance. She uses all the right words and talks 'the talk' .. but they all stated that there was nothing behind those words. Most of the book is filled with common sense, everyday items like 'Know the power of networking---get connected to the right people'.. really? Wow.. I read that advice in a Dilbert comic. Also ``Dating at work---know the consequences' .. and my personal favorite piece of advice, 'No crying in the boardroom' ..

I highly recommend this book to any woman looking to quickly move-up in her company. Even if you did not follow The Apprentice, this book is a great guide to follow in order to help network, promote yourself, ask for promotions, and prioritize challenges to excel outside of your comfort zone in what is still a male dominated corporate America. If you did follow the show, there are good insights sprinkled in of the much publicized relationships from the show and how best to ward off gossip in the workplace. Though quite young at only 30, Amy Henry shares her varied business experiences from her years of sales and business consulting in the male dominated high tech industry proving her credibility to know "What It Takes".

I must admit, I normally don't purchase books from people that I have seen on T.V however there was something about Amy's success that made me want to find out how she did it. She is only 2 years older than I am and has accomplished so much. I truly was presently surprised. Some of the tips that she suggested I had used in my current job and they worked. By the way ladies, schmoozing with the big boys pays off more than you ever thought. They love me and are considering me for an Executive position. Amy hits the nail on the head with this book and she really teaches you how to play "the career game" so that you can have everything that you have ever wanted. If you ever wanted to do more in your career, definitely pick up this book. It's a must read. Amy is proof that these tips work !!

I really like this book, there was a lot of information and substance. Although she was on the Apprentice, Ms. Henry rarely discussed it. She focused on the mistakes that are holding women back in business and showing how to overcome them with very good information. She also provides quotes from other successful women in business. I learned a lot.

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