

LET'S GET REAL

42 TIPS FOR THE **STUCK MANAGER**

 **BINOD
SHANKAR**

Advance praise for the book

“*Let’s Get Real* is the ultimate toolkit for senior managers and leaders who feel stuck in their career and don’t know how to move up or sideways. Binod’s no-nonsense writing feels refreshing and gets to the heart of our behavioural shortcomings.”

Marshall Goldsmith

Thinkers50 Hall of Fame

#1 Leadership Thinker, #1 Exec Coach, #1 NYT Bestselling Author

“Binod Shankar is someone who has travelled his life’s journey with his eyes wide open. His strategy has been to learn from everything that happens to him and around him. This book describes how he has translated this into a philosophy and an approach which has delivered a very successful career. It works extremely well for all as an illustration of how thoughtful proactive career management works, irrespective of whether you agree with all of its content”.

Doug Strycharczyk, CEO, AQR International

The title of the book reflects the honest style Binod has always been known for and I wasn’t disappointed when I started reading. The honesty transpires throughout the book. It takes courage to be transparent in writing by sharing personal experiences, mistakes,

and learnings. The genuine approach makes you relate to the author and identify with the situations. You are compelled to put the learnings into practice.

Pascale WAZEN PALPIED

Director, Head of Region, MEA FactSet

As the world has been shifting from scarcity to abundance be it food or information, our old mental models of spotting trends and following them are no longer relevant; rather we need to look within and follow our strengths/passions - in short, we need to become trend setters and not trend spotters. This is hard as we have been programmed over generations in the scarcity era. Hence there is a need to consciously practice self-awareness to be able to experiment, reflect, and refine our strengths and choices. Binod has taken the effort to pen down his own reflections and learnings for all of us to consider and see which of those we can relate to and hence can we learn from those experiences. His writing style is humorous at times, sarcastic as also direct and in your face so if you are someone who doesn't relate to that style my suggestion will be to ignore the style and get at the substance. I think everyone will find something that they can think about and utilize in their lives. Happy reflections!

Pankaj Rai

Group Chief Data and Analytics Officer, Aditya Birla Group

“I must say, I am amazed on how direct to the point and powerful this book is. This will change the life of millions of people. This is like the Olympic torch which will light the pathway for millions who aspire to make their name. This is like a nectar for life, learnings from the Guru himself after helping, making, watching careers of

thousands of successful finance professionals, who moved from can't-do attitude to can-do attitude. When they say, all careers look elevated but only in retrospect, well here is what you need to become elevated, remain elevated, and continue to be elevated. What's more appealing is the authenticity of the content, which is inspired by real examples, stories of life, and time-tested techniques which work not just on climbing corporate ladders but also climbing real mountain peaks. A must read for anyone and everyone who wants to change themselves and things around and their careers. Highly recommended!"

Biharilal Deora, CFA
Director, Abakkus Asset Management LLP
Director, CFA India Society

"If you want to be an aspiring leader, there cannot be a better real source than *Let's Get Real*." The book is built around the idea that true managerial success comes from a 'paradigm shift' from knowing oneself to managing others. It is not only a guide to personal effectiveness but also provides insights on how to cope with transitions and deal with people and difficult situations effectively. Written by someone who himself has had successful stints as a corporate leader and entrepreneur, the book is clear and easy to understand, making it a great option for readers who may be new to the self-help or leadership genre".

Nawazish Mirza, PhD
Full Professor and Director of Academics, Excelia

I had the pleasure of having Binod Shankar as my CFA trainer, and must say, his insights and mentorship had a lasting impact on my career. His new book, *Let's Get Real*, reflects his vast experiences