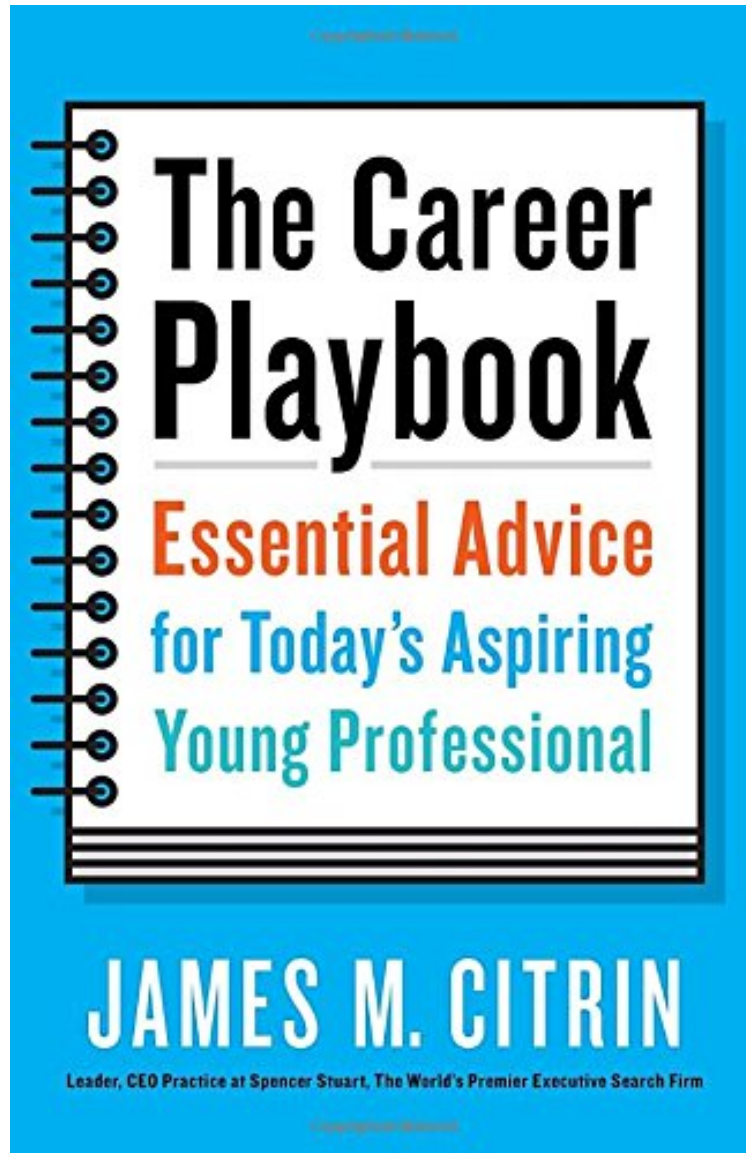


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# The Career Playbook: Essential Advice for Today's Aspiring Young Professional

*James M. Citrin*

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**James M. Citrin : The Career Playbook: Essential Advice for Today's Aspiring Young Professional** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Career Playbook: Essential Advice for Today's Aspiring Young Professional:

4 of 4 people found the following review helpful. Its a pragmatic, sensible and honest book, with real world perspectives rarely taught in even the top MBA programs. By Guhan Selvaretnam Its hard for me to count the number of times over the last 20 years my friends (from either my business or undergraduate school) and I have discussed the need for a book just like this. The idea is so simple, and while many writers have tried, none have cut to the heart of what actually matters in navigating ones early career the way Jim does here. Its a pragmatic, sensible and honest book, with real world perspectives strangely enough rarely taught in even the top MBA programs. I hope readers can appreciate the insights Jim offers that, unfortunately, isnt always understood absent real world experience. 1 of 1 people found the following review helpful. Create your personal brand at any stage in your career! By Zankyman17I think it's important for people to realize this is a book for all ages, for all stages of your career. I am considered a "Young Professional" who perhaps just found my career in technology. I'm about 7 months into my new job and read this book to consider what advice might be found within. This book gives insightful information and examples for mentorship, growth, playing nice in the workplace, and what a successful professional looks like. I highly recommend this book and like many others, I will be dishing it out to friends. 0 of 0 people found the following review helpful. Quality, actionable advice By Jane Doe This book does a very good job giving valuable action steps to growing your career. As a highly motivated young professional, this book gave sound advice to begin implementing in my life. The section on mentors was especially valuable. I highly recommend for any young professional, especially those considering a job change or beginning their career fresh out of school.

Are you about to graduate and begin your job search? Or are you a young professional trying to choose the right field or looking for that perfect position that will catapult your career? Figuring out a career and getting a great job has never been more difficult. On top of that, todays graduates are looking for not only good jobs but positions that will help them launch careers in which they can grow and prosper. But knowing what to look for and how to actually land a great job is exceptionally challenging when youre trying to get an interview, make enough money, and position yourself for advancement. Based on an in-depth survey of thousands of graduates and young professionals, and hundreds of interviews with the worlds top business and nonprofit leaders not to mention James Citrins decades of experience as a senior partner at the premier executive search firm Spencer Stuart The Career Playbook offers recent graduates and aspiring young professionals actionable advice for excelling. From his practical tips on generating valuable introductions, nailing interviews, and negotiating compensation to strategic advice on the arc of a career, the importance of relationships, how to cultivate a mentor, and knowing when to change jobs or industries, Citrin provides an invaluable guide to the most urgent questions that are at the heart of every persons career deliberations. Packed with first-person advice from graduates and young professionals themselves, as well as the perspectives of seasoned CEOs, entrepreneurs, leaders, and experts, such as Virgins Sir Richard Branson, Facebooks Sheryl Sandberg, Third Point Advisors Daniel Loeb, author Malcolm Gladwell, and US Navy SEALs Admiral Eric Olson, The Career Playbook is an essential resource for landing, launching, and thriving in your career.

"The Career Playbook is a fantastic starting point for any new grad or person early in their career. Jim Citrin clearly lays out the trade-offs you face in any career, with a concrete roadmap for how to navigate them on your path to professional success and personal satisfaction." -- Laszlo Bock, Senior Vice President, People Operations, Google "In The Career Playbook, Jim bridges enduring career principles with relevant, tactical actions for todays social networking workforce. He articulates the important questions to ask oneself in the pursuit of happiness and fulfillment, offering readers a brightly lit path towards a life of purpose and contribution." Bob Iger, Chairman and CEO, The Walt Disney Company After an exciting but exhausting 30 year career of doing MA deals at Morgan Stanley and Blackstone, I never consciously thought about taking concrete steps to pursue what really made me happy until I read The Career Playbook. Now Im following Jims advice and focusing each day on activities that really give me pleasure as well as purpose instead of merely doing what needs to get done. Thats a real life changer! -- Mary Anne Citrino, Senior Managing Director, Blackstone Group At Microsoft, we believe that we spend far too much time at work for it to not be meaningful. Jims advice and guidance promises to help any young professional progress and ultimately make an impact with their own life and career. -- Satya Nadella, CEO of Microsoft "I wish I had The Career Playbook 30 years ago. I'm keeping a stack of them at hand as my new favorite give-away!" -- Keith Ferrazzi, CEO Ferrazzi Greenlight, author, Never Eat Alone Jim Citrin brings decades of experience and his unmatched exposure to the most successful business leaders to help recent graduates and young professionals who are searching for the right career path. If you are looking for a first job or navigating the early years of your career, there is no better book to read. -- John Donahoe, CEO, eBay, Inc. A terrific, highly practical read for early to mid-career professionals. Its going to be mandatory reading for my college age daughters and all of my young colleagues at Dominos! -- Patrick Doyle, CEO, Dominos Pizza "Over several decades, Jim Citrin has helped corporations recruit CEOs, watched executives grow, and worked with young adults as they have embarked on their careers. He has combined his experience with sound research to develop an incredibly insightful set of principles and practical advice to help shape and guide one's career. An incredibly powerful tool for anyone seeking to steer his or her career in the right direction." -- Hubert Joly, president

and CEO, Best Buy Jim's extensive experience guiding and mentoring everyone from new grads to CEOs really shines through in *The Career Playbook*. Full of great perspective, actionable insights, advice and stories, *The Career Playbook* is essential reading for all new grads preparing to launch their own career adventure.-- Lori Goler, Vice President of Human Resources and Recruiting, Facebook "I think EVERY college student should be given a copy of *The Career Playbook* as a graduation gift. I surely could have used it when I got out of school!"-- Bonnie Hammer, Chairman, NBCUniversal Cable Entertainment Group "An invaluable resource full of practical steps and wise insights - a must read for any Millennial trying to figure out what to do and how to get there."-- Noreena Hertz, Author *Eyes Wide Open: How to Make Smart Decisions in a Confusing World* "Jim is clearly an expert on careers. He weaves in leadership perspectives, illustrates key points with powerful stories, and provides specific tips that aspiring leaders can immediately use. This is a must read playbook for those looking to build their careers."-- Mike Krzyzewski, Head Coach, Duke University Men's Basketball Team and USA Basketball Mens National Team, and Executive in Residence, Coach K Center on Leadership Ethics (COLE) at Duke's Fuqua School of Business. The advice in *The Career Playbook* is spot on. After reading it, I immediately gave it to my 24 year old daughter, who is finding it to be invaluable. It's a must read for any young person entering the job market, and it will most certainly help demystify the complex process of seeking employment and succeeding in the workplace.-- Gail McGovern, CEO, President American Red Cross We spend the majority of our adult lives working. The sad fact is, if we play the career game badly, we risk regretting it for years. On the other hand if we play it well, it will pay us dividends forever. This book tells us how to play it well it is nothing less than a game-changer. The section on the six phases of a career is worth the price of admission alone.-- Greg McKeown, Author of *Essentialism: The Disciplined Pursuit of Less* Reading Jim Citrin's *The Career Playbook* is like spending time with a really knowledgeable friend who has your interests at heart! His advice is spot on, whether he's talking about the big picture of one's career trajectory or the nuts and bolts of preparing to ask for a raise. Give the book to somebody who needs a mentor. Great stuff.-- Michael S. Roth, President, Wesleyan University "Sage, practical, actionable advice and inspiring career stories immediately helpful for young people and professionals at any stage of their careers to successfully navigate the rapidly shifting sands of today's workplace environment"-- Clara Shih, CEO and founder of Hearsay Social, Board Director at Starbucks, and author of *The Facebook Era* This is the one book every young professional should read. Practical, wise, full of often counter-intuitive insight - you won't find a better roadmap for planning a modern career.-- Mark Thompson, CEO, The New York Times Company *The Career Playbook* is grounded in job hunting realities. Pragmatic and engaging, it blends sharp insights and sage advice with encouraging optimism offering confidence that motivated job seekers can succeed in today's hyper-competitive, fast changing and confusing world. Any young professional contemplating their career or a future job search will benefit enormously from reading this special book.-- Thomas J. Tierney, Chairman and Co-founder, The Bridgespan Group and Chairman, Harvard Business School Initiative on Social Enterprise "Jim truly knows this audience and speaks to them in a language that they will hear. Too many books on this topic are vague and preachy in the advice they give; this one is different and offers engaging and practical advice that a recent college grad or young professional can put to use immediately. I am sure my students at Harvard Business School would benefit from reading it too; I'll be recommending they do so!" -- Kristen Fitzpatrick, Managing Director, Career and Professional Development, Harvard Business School

About the Author JAMES M. CITRIN is the leader of Spencer Stuart's CEO Practice and a member of the firm's Worldwide Board of Directors. His diverse client work includes leading media, technology, communications, and consumer companies, as well as other multinational corporations and private-equity firms. A noted expert on leadership, governance, and professional success, Citrin is the author of six books, including bestsellers *Lessons from the Top*, *The 5 Patterns of Extraordinary Careers*, and *You're in Charge--Now What?*