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| Nota di contenuto | The Bullish Thinking Guide for Managers: How to Save Your Advisors and Grow Your Bottom Line; Contents; Preface; Acknowledgments; About the Authors; Introduction: Wall Street's Walking Wounded; Take Stock of Your Advisors Today; Is There Any Doubt This Book Can Help You and Your Advisors?; Bullish Thinking Strategies for Positive Change; Chapter 1: Stop the Dance; Unsung Heroes: Kicking or Kissing Butt?; Finding Your Inner Coach; Help Yourself First; Then You Can Help Others; Facing the Hard Issues on Your Desk; Chapter 2: Bullish Thinking; Are You Listening to Their Silent Cries for Help? The Symptoms Emerge A Wall Street Tragedy: The Descent of Ned; What Are the Consequences of Ned's Bearish Thinking?; Chapter 3: Linking Emotions and Feelings, Behavior, and Thinking; The Science: Or, "How to Be a Mind Reader"; Are You a Good Poker Player?; Chapter 4: Getting to Know Yourself and Your Advisors; Mirror, Mirror on the Wall; You've Got Personality!; Personality Meets a Challenge: The OCEAN System and the Big Five; The Four Management Leadership |

Styles; Pros and Cons of the Most Common Leadership Styles; Chapter 5: Advisor Mindset Categories
The Five Common Advisor Mindsets: Take Your Advisors on an OCEAN Cruise The Soup: Get the Right People on the Bus; Are You Ready for Monday Morning?; Case Study: How the Command and Control Manager Works with a Contrarian Advisor; Case Study: How a Decision-Maker Manager Works with a Catalyst Advisor; Case Study: How the Igniter Manager Works with a Perfectionist/Facts and Details Advisor; Reverse Engineering; Mindsets, Leadership Styles, and Bullish Thinking; Chapter 6: How to Talk to Each Type of Advisor; Establishing Clear Lines of Communication; Define the Problem or Situation
Ways to Get Your Advisor to Open Up Get Out Your Crystal Ball: The Five Advisor Mindsets under Stress, and How to Predict Their Reactions and Help Them; When Problem Solving Doesn't Work; I Have This Teenager I'd Like You to Meet; Chapter 7: Emotion Commotion; The Bottom Line: The Numbers; What's All the Commotion? Knowing How to Approach Emotion; Understand the Core Conflicts; Bullish Thinking Resolves Core Stressors and Negative Thoughts; How Bearish Thoughts Affect Performance; The Quiet Spirit-Killer; Using the H.A.R.D. - E Technique with Your Advisors During a Sit-Down
Emotional Discipline: The Glue That Holds It all Together Chapter 8: Therapy for Your Advisors; There's No Place Like Home? Our Findings; The Solution; What Happens at Home, Stays at Home?; Significant Stressors in an Advisor's Personal Life; Helping Your Advisors Work through Crises; How to Channel a Crisis into Productivity for Your Advisor; Chapter 9: How to Motivate Your Advisors; Assertive or Demanding?; Motivating for Higher Production Levels: Don't Be a Cheerleader. It's Just a Quick Fix.; There Is No Cookie-Cutter Approach; Confidence-Building Strategies for Your Advisors
Motivation: Get It Straight from the Horse's Mouth!

Sommario/riassunto

The Bullish Thinking Guide for Managers serves as an educational tool for proactively dealing with emotional distress that may affect advisors in the high-risk/high-reward world of finance. In it, Dr. Alden Cass and Dr. Brian Shaw-with the help of Sydney LeBlanc-explore strategies that will help you recognize potential job stressors, manage office conflicts, and implement appropriate solutions. It will also assist you in developing a specific set of skills that will allow you to deal with the unpredictability of this environment.
