



Springboard: Launching Your Personal Search for Success

By G. Richard Shell



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Wharton professor Richard Shell created the Success Course to help his world-class MBA students answer two questions that aren't as obvious as they seem: "What, for me, is success?" and "How will I achieve it?"

Based on that acclaimed course, *Springboard* shows how to assess the hidden influences of family, media, and culture on your beliefs about success. Then it helps you figure out your unique passions and capabilities, so you can focus more on what gives meaning and excitement to your life, and less on what you are "supposed" to want.



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Springboard: Launching Your Personal Search for Success By G. Richard Shell Bibliography

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Editorial Review

From Publishers Weekly

Shell (Bargaining for Advantage) offers a guide to a more fruitful life based on his popular Success Course at the Wharton School of Business. In the first part of the book, the reader learns about developing his or her own definition of success—a process that includes determining the ideal life to lead and redefining happiness as something beyond family, friends, and fortune. Citing research on happiness and wealth, as well as anecdotes and spiritual wisdom, Shell concludes that meaningful work—i.e., work that uses your talents, ignites you emotionally, and is financially rewarding, in addition to building health and strong relationships—is the true measure of success. The latter half of the book illustrates the most viable way to pursue this new concept of prosperity: expand your social circle, increase your self-confidence, and focus on your unique skill set. Along the way, Shell incorporates worksheets and exercises, and he shares stories about people at different points in their careers, from Ivy League business school students to would-be retirees, who reinvented themselves to become happy, well-rounded individuals whose work inspires them and benefits larger communities. Shell's nine steps to success are simple enough to follow, and readers may come away believing that a more prosperous life is attainable with a few tweaks and a little soul searching. Agent: Michael Snell, Michael Snell Literary Agency. (Aug.)

From [Booklist](#)

Starred Review Shell teaches at the Wharton School of Business, and in addition to his obvious expertise in the specialties of negotiation, persuasion, and interpersonal influence, his outstanding book on achieving success has exactly what this kind of examination needs, common sense and encouragement. The author's honesty is established early on as he posits the basic premise of his presentation, "There is no foolproof system that always leads to success." That said—that admitted to—he nevertheless goes on to unfold a wise program that rests on two factors: one must clarify one's goals (which means, of course, that a personal definition of success must be arrived at), and the resources and initiatives you need to achieve success should be identified. In well-ordered chapters, Shell develops the stages of his program for success, one important feature of which is determining what you do better than most people. Another aspect of his program that raises this book above others of its ilk is his exploration of the "science of impression management," which boils down to this: social skills affect success. For all library patrons, not simply those who browse the business shelves. --Brad Hooper

Review

"Springboard is our pick for **Business Book of the Year**, the one we believe best helps those in business define success and achieve it. [It is] an even handed, well researched, and thoroughly humanistic book [that] needs to find a home on the shelves—and in the hearts and minds—of anyone who wants to be more successful."

– **800CEOREAD**, Winner of the 2013 Best Business Book of the Year

"In addition to [Shell's] obvious expertise in the specialties of negotiation, persuasion, and interpersonal influence, his outstanding book on achieving success has exactly what this kind of examination needs, common sense and encouragement."

—**Booklist (STARRED review)**

"Shell's nine steps to success are simple enough to follow, and readers may come away believing that a more prosperous life is attainable with a few tweaks and a little soul searching."

—*Publishers Weekly*

“Written with expert cadence, this book manages to be an 'easy read' without skimping on quality. Shell provides ample research findings, anecdotes, and the expert guidance he’s gleaned from his work in the field.”

—800CEOREAD’s “Books to Watch: August 2013”

Users Review

From reader reviews:

Roger Cooper:

Do you have favorite book? If you have, what is your favorite's book? Book is very important thing for us to understand everything in the world. Each e-book has different aim as well as goal; it means that e-book has different type. Some people sense enjoy to spend their the perfect time to read a book. They may be reading whatever they get because their hobby is reading a book. Why not the person who don't like examining a book? Sometime, particular person feel need book if they found difficult problem or maybe exercise. Well, probably you will require this Springboard: Launching Your Personal Search for Success.

Rita Carter:

Book is to be different for every grade. Book for children until eventually adult are different content. To be sure that book is very important normally. The book Springboard: Launching Your Personal Search for Success ended up being making you to know about other knowledge and of course you can take more information. It is rather advantages for you. The guide Springboard: Launching Your Personal Search for Success is not only giving you more new information but also for being your friend when you truly feel bored. You can spend your current spend time to read your guide. Try to make relationship using the book Springboard: Launching Your Personal Search for Success. You never really feel lose out for everything in the event you read some books.

Beatrice Rogers:

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Priscilla Garcia:

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The language that article author use to explained their way of doing something is easily to understand. The author was did a lot of investigation when write the book, so the information that they share for you is absolutely accurate. You also could get the e-book of Springboard: Launching Your Personal Search for Success from the publisher to make you much more enjoy free time.

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