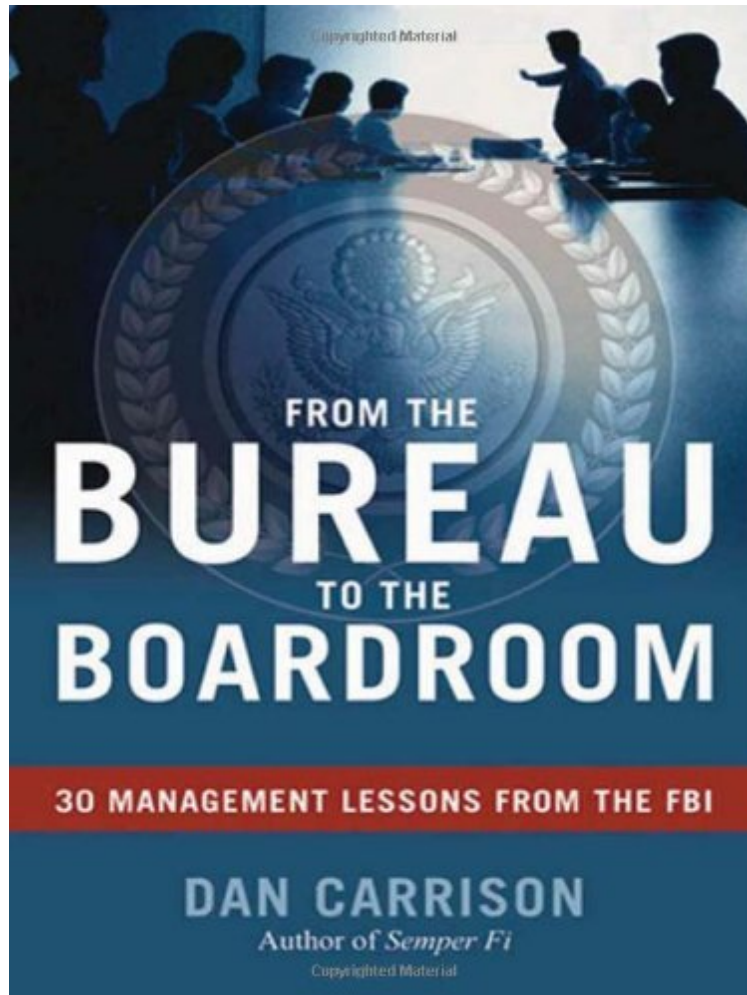


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From the Bureau to the Boardroom: 30 Management Lessons from the FBI

Dan Carrison

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Dan Carrison : From the Bureau to the Boardroom: 30 Management Lessons from the FBI before purchasing it in order to gage whether or not it would be worth my time, and all praised From the Bureau to the Boardroom: 30 Management Lessons from the FBI:

0 of 0 people found the following review helpful. Carrison gets it right. By J. Botting As a twenty-five year veteran of the FBI I read Dan Carrison's "From the Bureau to the Boardroom" with more than a passing interest, and I'm pleased to say that I think he got it right. As FBI Agents we never worried about corporate "branding" of the Bureau, but we did worry about doing the right thing. Carrison's unusual access to FBI personnel and the honest opinions he received provide the reasons for the success of the Bureau. Recruitment of outstanding and competitive personnel; demanding and exhaustive training creating pride and loyalty; unwavering commitment to the mission; and the One for All, All

for One family culture, are the bulwarks of the Bureau. Common to all organizations, as one moves up through the ranks the further one moves away from the basic mission or purpose of the organization. The FBI is no exception. Just as many police officers choose to remain in patrol, many exceptionally qualified field Agents refuse promotional opportunities to remain "street Agents", where the real work and satisfaction is found. Encouraging these Agents to enter the management program remains a challenge for the FBI. The FBI has been challenged by an increased emphasis on Counter-Terrorism since the terrorist acts of 9/11; however, just as it was challenged by the drug scourge of the '80's and the street gangs of the '90's, the Bureau will prevail because of the quality and commitment of its people. For anyone interested in the FBI, how it runs, succeeds and maintains its reputation, "From the Bureau to the Boardroom" is highly recommended as an enlightening and educational work. James Botting FBI SSA (ret.) Author of "Bullets, Bombs and Fast Talk, Twenty-Five Years of FBI War Stories". 0 of 0 people found the following review helpful. This book is far from the Machiavellian manifesto that I expected. By Leo A. Mallette Each page of Dan Carrison's From the Bureau to the Boardroom presents lesson from the U.S. Federal Bureau of Investigation and its application in the business world. The 30 lessons are distributed over the book's eight chapters and they range from corporate mission and branding to motivation, teamwork, and planning for the future. The author incorporates first-person narratives from agents with his own very readable accounts based on extensive interviews with current and former FBI employees. Some of the stories we may remember as front-page news, and the ones about funerals or kidnappings will likely evoke strong emotions. This book is far from the Machiavellian manifesto that I expected it provides useful lessons and applications from years of FBI experience and it expresses them in terms of business situations. Carrison includes the expected lessons about training, communicating, and anticipating situations (visualization) that apply nicely to both FBI and corporate scenarios. However, it also contains some surprising notions, such as not second-guessing your decisions, winning with the tools you have not the ones you wish you had and utilizing flying. As such, many of us civilians would benefit from the lessons in this book. I would recommend this very readable book to anyone who conducts business. 0 of 1 people found the following review helpful. Business libraries will find it a top pick. By Midwest Book Review When it comes to inspiring employees the FBI has learned invaluable lessons about leadership and management, working with increasingly limited resources and global influences to develop strategic advantage. These lessons are documented in a collection from a former marine who has had unprecedented access to the FBI's inner sanctum: chapters cover success, failures, and how the FBI evolved more efficient organizational choices from both. Business libraries will find it a top pick.

When it comes to motivating and inspiring employees, there is no better or tougher model than the Federal Bureau of Investigation. In its one hundred-year fight against the ever-changing tactics of organized crime and terrorism, the FBI has learned invaluable lessons about powerful leadership and management. Like many companies, the FBI must succeed on a global playing field with limited resources; it must deal with unforeseen challenges and long-term strategic threats. Former Marine Dan Carrison has had unprecedented access to the inner workings of the FBI. Here he offers an insider's look at the Bureau, taking readers behind the scenes of some of the FBI's most important missions-- from infiltrating a world-wide drug cartel to closing in on a terrorist cell. Managers will learn how to: cultivate an "All for One, One for All" corporate culture - create a Ten-Most-Wanted customer list - maintain a sense of readiness, and think on their feet - deploy task force management - and more. Instructive and exciting, From the Bureau to the Boardroom will show all leaders how to win in the marketplace and stay true to core values, no matter how tense or challenging the situation.

From Publishers Weekly Carrison (Semper Fi) argues that the not-for-profit Federal Bureau of Investigation, one of the most imposing, tightly run and constantly evolving organizations in America, has valuable management lessons to offer the corporate world. The author interviews top FBI management and street agents, who reveal why recruitment, retention, loyalty and willingness to change prevail despite life-threatening danger, low pay and frequent relocation. Exploring the strength of the FBI brand, Carrison credits the selective, rigorous two-year and 22-week training and probation program, the FBI-as-family ethos, regular skills training and testing at all levels, and the One for All, All for One culture for creating and reinforcing an allegiance virtually unseen in for-profit firms. The author demonstrates how these techniques and principles can be integrated into the corporate world through strong, no-nonsense but sincere top-down leadership and a genuine commitment to common goals, even as those goals change. Although a dense read with an unabashed admiration for military-style management and self-sacrifice, the lessons are indisputably germane to corporations and the fascinating sidebar interviews with agents will captivate readers. (Jan.) Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. "the lessons are indisputably germane to corporations and the fascinating sidebar interviews with agents will captivate readers." Publishers Weekly "A well-structured, quick read, any private sector executive will appreciate Carrison's take on this often overlooked source of quality management strategies." --Houston Business Journal "[FBI examples] are memorable and his provocative thinking makes the book worthwhile." --Toronto Globe and Mail "It's a page-turner!...provides useful lessons and applications from years of FBI experience and it expresses them in terms of business situations."

mdash;Graziadio Business Report From the Inside Flap Noncompetitive pay. Long hours. Frequent moves. Mortal danger. With drawbacks such as these, it's a wonder that anyone would willingly want to join the Federal Bureau of Investigation. And yet the FBI consistently attracts a vast field of stellar candidates and awards the best and brightest with extraordinarily dangerous missions, including breaking up terrorist cells, infiltrating drug cartels, diffusing hostage situations, and tracking down serial killers. What drives these men and women to cheerfully and diligently tackle the monumental challenges that await career FBI agents? Author Dan Carrison goes behind the scenes of this legendary organization to uncover its secrets of success, including its unique management strategies for hiring, training, and retaining agents. Based on interviews with agents at every level, From the Bureau to the Boardroom pinpoints powerful lessons that can be applied directly to business to cultivate and sustain higher levels of employee performance, including how to:

- Make management an attractive option for your top performers. If your star employees shy away from more responsibility, it's nearly always the organization's fault. Find out why your frontline achievers might be loath to enter the managerial ranks, and what FBI tactics you can adopt to turn the situation around.
- Cultivate fidelity in the workplace. While you probably can't reproduce the FBI's intensive basic training program, you can emulate its core mission, which is to cultivate a sense of gratitude and pride in belonging to your organization, beginning in the hiring and training stages.
- Promote a "one for all, all for one" corporate culture. The FBI could easily splinter into divisive squabbling among subcultures and fiefdoms, each competing for prestige, power, and limited resources. Instead, the agency promotes an impressive level of communication and information sharing. Use the FBI's model to build a company wide spirit of respect and cooperation for the common good.
- Create a "Flying Squad" to tackle daunting challenges. The FBI's expert "Flying Squads" are quickly dispatched around the world to assist with difficult missions and tense situations. Learn how to put a corporate version of these mobile resources teams to work tackling your organization's thorniest challenges.

Packed with first-person accounts, concrete examples, and probing insights, this fast-paced, eye-opening book helps you tap into the FBI's innovative tactics for developing a dedicated team of hardworking professionals. Here are tried-and-true methods for surviving in perilous environments and invaluable business advice for thriving in times of fierce competition and economic uncertainty.

Dan Carrison is a partner of Semper Fi Consulting (SemperFiConsulting.com) and is the founder of ghostwritersinthesky.com. He is a nationally recognized speaker and business writer and is the coauthor of the best-selling *Semper Fi: Business Leadership the Marine Corps Way*. Mr. Carrison has an MBA from the University of La Verne. He lives in Los Angeles.