

# office survivors

**S**o your boss is a jerk. A normal reaction would be to complain to high heaven about being treated unfairly, fantasize about whupping him and then just hope that the Man has a heart (he doesn't).

But, as Stanley Bing says in his entertaining new book, "What Would Machiavelli Do?: The Ends Justifies the Meanness," the key to getting your way isn't always confrontation, but stealth. Nod and smile and make nice on the surface, then do everything within your power, short of a haymaker, to make his life a living hell.

Of course, nothing is that simple. However, Bing's sleek satire of the world of the office holds many tips on how to get ahead, often at the expense of others, without looking bad yourself.

Bing takes readers through a tour of meanness, cruelty, rage, delusions of grandeur, narcissism, paranoia, enmity, greed, braggadocio and, that most important part of office survival, lying.

But getting a reputation at work as King Jerk won't do much for you or your career. Here are *Golfdom's* nine easy steps to surviving at work:

**1.) Don't share personal information at work.** This will only fly back in your face — often embarrassingly.

**2.) Shoot straight.** Calmly state your position and back it up with evidence (and, hopefully, allies). In the long run,

JUST BECAUSE YOUR BOSS IS A  
JERK DOESN'T MEAN THAT YOU  
HAVE TO BECOME ONE, TOO

BY MARK LUCE



people will commend you as a "stand-up guy/gal," which is far better than the unflattering swear words that could come your way if you flat-out lie.

**3.) Play it close to the vest.** Don't place yourself in the middle of an office feud. Stand on the sidelines and watch the madness unfold. Better this than siding with a loser.

**4.) Cover yourself.** Make sure you have

legitimate, well-reasoned strategies and contingencies for when things go awry — because they will.

**5.) Mind your own business.** Actively cultivating gossip will eventually lead to folks gossiping about you (well, more than they already do).

**6.) Don't take it personally.** Sure, you're going to screw up, and someone will let you have it. Acknowledge the error and move on, determined not to make the same mistake again.

**7.) Know the score.** Unless you know exactly what is going on, keep your mouth shut. The wrong words at the wrong time can be deadly.

**8.) When in doubt ask.** While there is such a thing as a stupid question, it's far better to be stupid now than really sorry and unemployed later.

**9.) Kill them with kindness.** No need to be obsequious, but being a good soldier has one distinct advantage — when you do speak up passionately, people will take notice.

Ultimately, surviving in the world of work comes down to one simple thing: Carry yourself with confidence. It will get you further, with more respect and less pain than running around and shouting that you are master of all you survey.

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