



**Gaurav Ashisha** 

@gaurav\_ashisha

How you can get ahead of 90%  
of people in 2023.

Read these 5 books:



9665



63



--



19702



**Gaurav Ashisha** ✓  
@gaurav\_ashisha

I have worked with 20+ nationalities in 5 different industries.

No matter the background, the people on top have mastered these 5 skills:

1. Emotional Intelligence
2. Communication
3. Negotiation
4. Networking
5. Leadership

Let's dive in...

*If you don't have time to read all books, I have a hack for you on slide 9.*



**Gaurav Ashisha** ✓  
@gaurav\_ashisha

**Skill:** Emotional Intelligence

**Book:** Emotional Intelligence by Daniel Goleman

**Learn how to:**

1. Manage your emotions and use them to reach your goals
2. Balance 'feeling' and 'thinking' brain
3. Give and receive effective feedback



*The way you make people feel around you will define your career.*



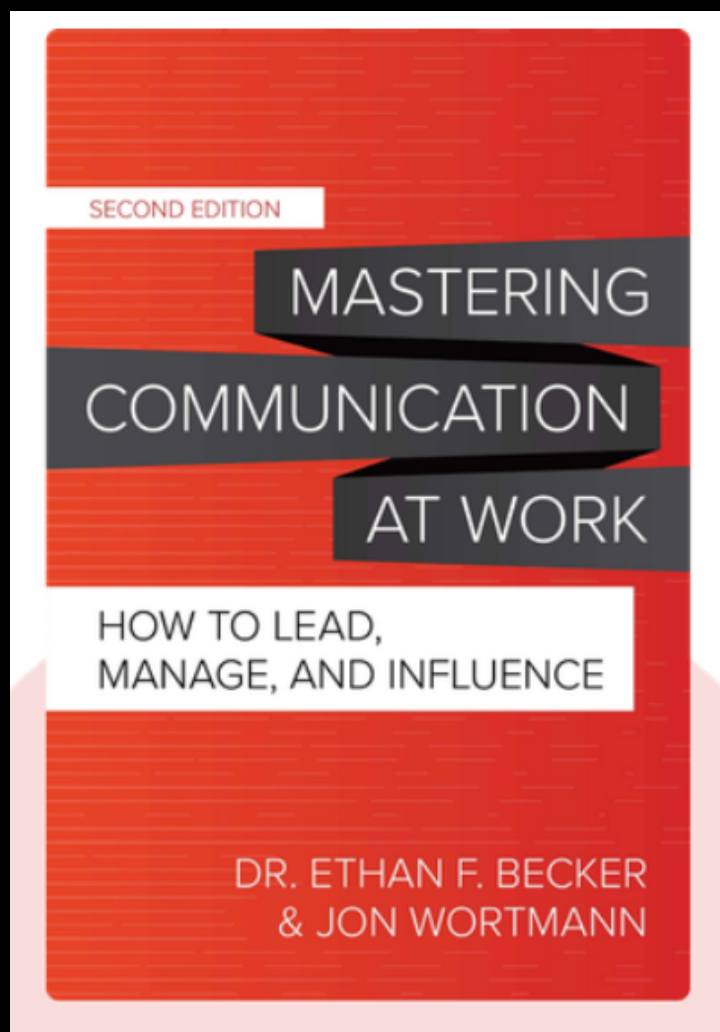
**Gaurav Ashisha** ✓  
@gaurav\_ashisha

**Skill:** Communication

**Book:** Mastering Communication at Work by  
Ethan F. Becker and Jon Wortmann

**Learn how to:**

1. Lead, manage and influence others
2. Master your tone to build authority
3. Frame your messages with clarity



*The fastest way to  
fail is not learning to  
communicate.*



**Gaurav Ashisha** ✓  
@gaurav\_ashisha

**Skill:** Negotiation

**Book:** Never Split the Difference by Chris Voss and Tahl Raz

**Learn how to:**

1. Master the art of salary negotiation using techniques like 'labelling', 'mirroring' etc.
2. When and how to say 'no' in a negotiation



*Not negotiating can cost  
you \$750k in your career  
- CNBC*



**Gaurav Ashisha** ✓  
@gaurav\_ashisha

**Skill:** Networking

**Book:** The Fine Art Of Small Talk by Debra Fine

**Learn how to:**

1. Start a conversation and keep it going
2. Leave a positive first impression
3. Build networking skills



*85% jobs are filled by  
networking - LinkedIn*



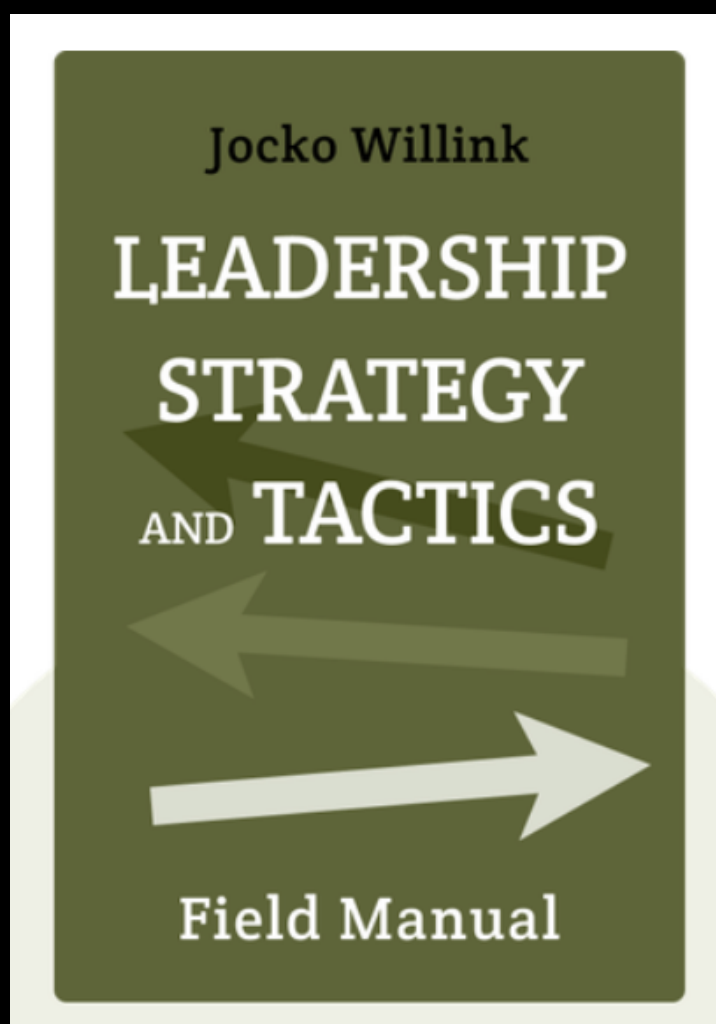
**Gaurav Ashisha** ✓  
@gaurav\_ashisha

**Skill:** Leadership

**Book:** Leadership Strategy and Tactics by Jocko Willink

**Learn how to:**

1. Take ownership for your team without micromanaging
2. Lead by setting an example
3. Use iterative decision making



*60%+ managers fail  
because they don't learn  
how to lead.*



**Gaurav Ashisha** ✓  
@gaurav\_ashisha

## Bonus Book for Job seekers

**Book:** The 2-Hour Job Search by Steve Dalton

### Learn how to:

1. Secure job at your desired company
2. Outreach message to land referrals
3. Prepare for the interview



*Quality over quantity of application is the key to the land job fast.*



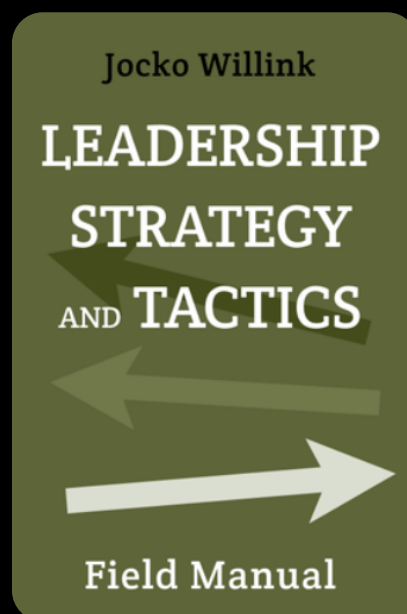
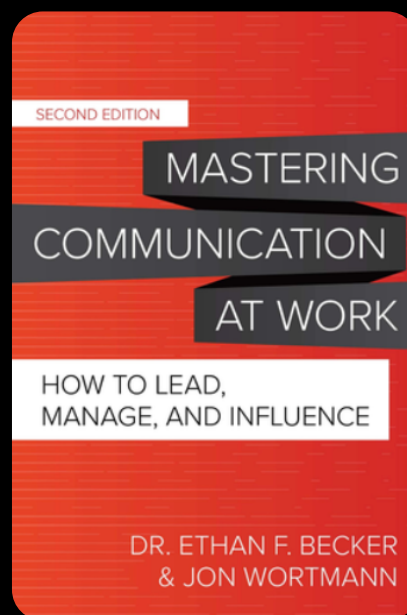


**Gaurav Ashisha** ✓

@gaurav\_ashisha

Summary and Reminder:

***Consumption + Action = Growth***



If you don't have time to read, use a service like '**Blinkist**' that summarises the book with actionable steps - *link in my bio*



**Gaurav Ashisha** ✓  
@gaurav\_ashisha

Thank you for reading!

If you want to grow in your career, you will find more tips like this in my newsletter - ***Ascending Growth.***

Join 59,565 ambitious individuals.

Link in my bio.