



La Ventaja Latina en el Trabajo (Latino Advantage in the Workplace): Aprovecha quienes eres para alcanzar tus metas

Mariela Dabbah, Arturo Poire

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The Latino Advantage in the Workplace teaches Latinos to use their innate, culturally based skills more effectively in the workplace. It is a career advancement book that focuses on using your personal skills and styles to your advantage and downplaying them when they actually are hurting you. It is about overcoming negative stereotypes and taking advantage of positive ones.

Specific areas covered include such things as:

- Establishing strong and loyal relationships
- Effective networking
- Respect for authority
- Reliability
- Risk-taking
- Communicating sensitively and diplomatically
- Good customer service
- Ability to cooperate with others
- Being a good team player
- Sacrificing personal interests for group benefits
- Flexibility
- Adapting to different and changing scenarios

Your background, personal heritage and cultural pride can be a great source for success, as well as a roadblock. Learn to take full advantage of who you are and succeed being just that.

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