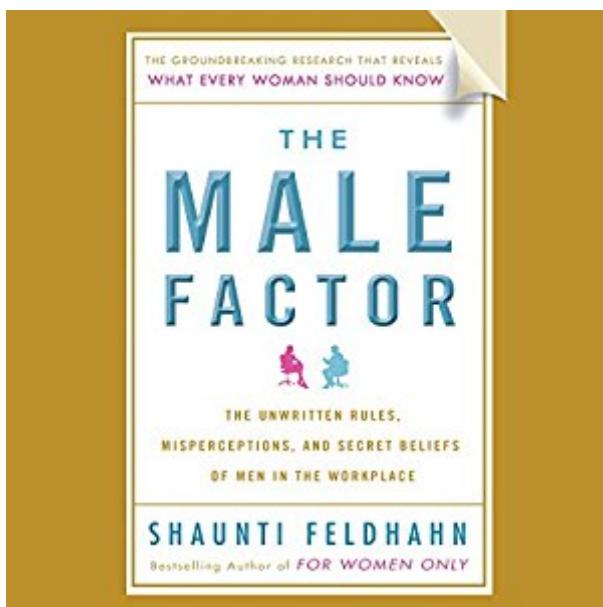


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# The Male Factor: The Unwritten Rules, Misperceptions, And Secret Beliefs Of Men In The Workplace



## Synopsis

Based on a nationwide survey and confidential interviews with more than three thousand men, bestselling author of *For Women Only*, Shaunti Feldhahn, has written a startling and unprecedented exploration of how men in the workplace tend to think, which even the most astute women might otherwise miss. In *The Male Factor*, Feldhahn investigates and quantifies the private thoughts that men almost never publicly reveal or admit to, but that every woman will want to know. Never before has an author gotten inside the hearts and minds of men in the workplace—•from CEOs to managers, from lawyers to factory workers—•to get a comprehensive and confidential picture of what men commonly think about their female colleagues, how they view flextime and equal compensation, what their expected “rules” of the workplace are, what managing emotion means, and how that low-cut top is perceived. Because the men in the surveys and interviews were guaranteed anonymity, they talk in a candid and uncensored way about their daily interactions with women bosses, employees, and colleagues, as well as what they see as the most common forces of friction and misunderstanding between men and women at work. Among the subjects *The Male Factor* tackles are:—•how men, with rare exception, view almost any emotional display as a sign that the person can no longer think clearly—•as well as what they perceive to be “emotion” in the first place (it’s not just crying)—•why certain trendy clothes that women wear may create a career-sabotaging land mine in terms of how male colleagues perceive them—•the unintentional signals that can change a man’s perception of a woman from “assertive and competent” to “difficult”—•Women will likely be surprised, even shocked, by these revelations. Some may find them challenging. Yet what they will gain is an invaluable understanding of how their male bosses, colleagues, subordinates, and customers react to a host of situations—•as well as the ability to correct common misperceptions. *The Male Factor* offers a unique road map to what men in the workplace are thinking, allowing women the opportunity to decide for themselves how to use the insights Feldhahn reveals. --This text refers to the Hardcover edition.

## Book Information

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## **Customer Reviews**

this was from a man's perspective very interesting. I learned some new stuff about myself and business culture. It's not exactly a match for my current environment, and there's some weird Christian stuff thrown in there, but if you read with an open mind it's worth something.

The workplace isn't limited to corporations with many employees. I own my own business and wondered if this would be helpful. It was! And it was eye-opening! I work on projects with men and this has helped tremendously with my confidence in speaking authoritatively in my area of expertise. I now know that my directness isn't offensive; it's helpful to male processing. I speak less about my children and personal life to connect with prospects (like women prefer to do). I'm more aware of dressing to be taken seriously. The explanation of how male and female brain structures differ was fascinating and provided me with a basis for understanding that men can't help their maleness any more than I can help my femaleness, but that awareness encourages flexibility. On a personal note, this has helped me view a close personal relationship in a new light and provided insight into ways around some of our frustrations! This book was very empowering and very helpful! I encourage men to read it too! They probably don't know that we don't know what we didn't know. (Before we read this book, that is.)

Excellent book. The Author, throughout her career has made a study of the male and female minds and motivational forces. An excellent resource for understanding those we work with, and in team building and function.

This book has 11 chapters the first 2 chapters are about the reason this book is written and how data is collected, so for your benefit skip these two chapters if you must buy this book. My advice is skip this book all together.CON:-Poorly organized, in every chapter it always say " I will talk about this more in chapter blank"-very dry and not engaging. This book is like a research article but

without summary-too gimmicky stop telling me to visit your website, tell me relevant info in the book-stop trying to sell the other books you written by referencing them.- inappropriate use of quotes in size 30 font, I fill like the author is just trying to fill up the page. The last paragraph included this quote there's no need to blow it up on the center page. It's redundant to read it twice, and it happens at least twice per chapter

I really like this book and would recommend it to any woman in the work place. It's nice to know how the majority of men think on workplace issues.

Amazing information I wish I had known 40 years ago!

Helped me understand what men REALLY think about women at work.

Reality is that there are differences between men and women, and to ignore those God given differences is to ignore the truth. I appreciate Shaunti's research and her objective approach. This book, if taken to heart, will help any woman advance her career and her understanding of men. I am a Christian woman running a ministry that does leadership training and marriage training, and I can tell you that ignoring the differences between the genders is a detriment to everyone, from husband and wife, to the corporation. This is a great book, solid on the research, and ties in completely to Biblical teaching as well. When I was an executive in corporate America, I followed many of the principles communicated and substantiated by her research, and many of my executive women friends did as well. It is true - women who understand how to deal effectively with men (AND other women, for that matter) rise to the top. Get the book, read it and implement it - as a woman, you'll be more effective in your job!

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