

Through simple but effective and engaging stories, Sheaffer shows how bad management landed corporate America in its current financial predicament. “Comatose Management” illuminates basic truths that most of us prefer to ignore throughout our careers—preferring to believe our managers are brilliant but eccentric rather than overindulged, ego-maniacal, psychotic, or just plain clueless. Here’s a wake-up call for all companies—and all employees at every level.—Lorri Freifeld, Editor-in-Chief, Training and Sales & Marketing Management magazines

In Comatose Management, Scott Sheaffer has created workplace narratives that sharply remind us of the “real world” of work and prepare us to create a work environment in which we don’t just survive, but thrive. This book will wake you up and make you want to change something – your job, your way of thinking, your attitude.—Pauline Shirley, President, LeadersOnFire, Partner/Principal, Entrepreneur Leadership Center, Past International President, Toastmasters International

Scott’s experience has given him keen insight into the interesting and unfortunate situations that managers often, inadvertently, create. This is a brilliant series of short stories that depict what managers do, every day, to get in the way of their own success. The stories relate how the manager’s behavior and decisions are extremely pivotal in obtaining results in any organization – and an uneasy reminder of how all of us can be most careless with other people’s careers. I recommend this stirring little read. It packs a punch.—Sue Miller, President, Sue Miller Training and Consulting

Experience is the best teacher and the master of all traits. “Comatose Management” brings to its readers the real life trials and tribulations of corporate employees and how you, whether in management or not, can survive and succeed. Thank you, Scott, for incorporating so many real life examples.—Janet Sue Rush, President, The Rush Company, international speaker and author of nine books including “Zig Ziglar Presents...Janet Rush on – Customer Service.”

Organizations, both large and small, are loaded with incompetent management and seem to continuously make poor business decisions because of beliefs that go unquestioned or unrecognized. If we take a moment and actually think about what we are doing and why we are doing it, we begin to realize our behaviors and beliefs are frequently causing exactly the opposite outcome of what we desire. This quick read has six short stories about companies of all sizes and types that constantly take ten steps forward and nine steps back. Scott R. Sheaffer will entertain you as he brings to light that the nine steps back are frequently the same nine steps. Reading these stories will illuminate some of the reasons for the inconsistent and incongruent behaviors of management. You will see all the companies you have ever worked for in these stories. Your conscious awareness will be jogged in a way that will enable you to make changes in yourself and your organization. This awareness will provide a competitive advantage for you and your company and become the impetus for change - for your employer, your management and you.

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