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It's a roadmap to becoming a new manager especially for someone who used to contribute as a salesperson and now must contribute as the agenda setter. Usually, most books I've read have little relevance when applied to commercial real estate. "Becoming an Manager" is quite aligned and very useful for the manager of a commercial real estate firm. The examples cited are very real to the brokerage business and quite illuminating for a new manager.

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New managers must learn how to lead others rather than do the work themselves, to win trust and respect, to motivate, and to strike the right balance between delegation and control. It is a transition many fail to make. This book traces the experiences of nineteen new managers over the course of their first year in a managerial capacity.

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The original edition is based on interviews with 19 new managers and their thoughts on becoming a manager. As such, it was an interesting, but somewhat hard going (sentences and paragraphs are wordy), read. Although the 19 managers are all from customer service or sales, their stories translate well to other professions.

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