

Organizational Savvy

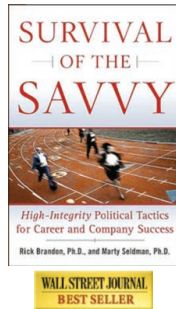
A one or two-day course designed for employees of all levels and uses the power of “high-integrity” politics to achieve career success. Course pre-work includes an on-line Self Assessment .

“Man is by Nature a Political Animal.”

– Aristotle

Course Overview

This insightful program adjusts attitudes about power and politics, confronts naivety about organizational dynamics and provides political skills for building organizational impact with integrity. The course uses case studies, dynamic presentations, discussions and practices to prevent you from being underestimated, having your ideas blocked, shrinking your visibility or losing out on promotions. Program based on the best selling book, Survival of the Savvy.



Participants Comments

“Great blend of real life experience and theory. Thank you for respecting the knowledge in the room while taking us to a higher level of knowledge!” (Johnson & Johnson)

“Great instructor and class!” (Citigroup)

“Good topic for technical employees who are under political!” (Cisco)

Learning Objectives

- Detect and protect yourself from potentially negative actions of overly political, power-oriented colleagues, bosses, or customers.
- Learn practical, non-manipulative strategies for entering the political arena while maintaining integrity
- Learn two primary political power styles in organizations, what influences them, and how to avoid the dangers of adopting the extreme of either style
- Defuse any emotional upset you have about politics as a fact of organizational life, so that you will waste less time and energy.
- Put your handprint on your work, and develop a value statement about your job role in 30 seconds
- Recognize any tip-offs that you may be naive about the level of politics you face
- Learn how to present your ideas or challenge others' ideas with appropriately firm vocabulary, and adjust your language according to the power dynamics of the situation.
- Detect, prevent, and manage deception since even top leaders are vulnerable to distorted information, misrepresentation, and manipulation that can scorch company resources and reputations
- Learn to recognize and handle sabotage in group situations by deftly managing resistance and challenges to your credibility or position