



Organizational Savvy

2 Day Workshop

Despite excellent skills, expertise, and intentions many employees or managers become victims of behind-the-scenes political forces. Blind to hidden agenda and the power relationships behind company decisions, they may not build support for their ideas, gain the credit they deserve, or achieve career objectives.

This flagship two-day workshop adjusts attitudes about power, politics, and confronts naiveté about organizational impact with integrity. The course uses case studies, dynamic presentations, discussions, and practices to create insights and to protect you from:

- being underestimated
- having your ideas blocked
- shrinking your visibility
- losing out on promotions

Learning Objectives

- Detect and protect yourself from potentially negative actions of overly political, power-oriented colleagues, bosses, or customers.
- Learn practical strategies for entering the political arena while maintaining integrity (e.g., networking, promoting yourself, handling hidden agendas, lobbying ethically, managing the corporate "buzz," avoiding sabotage).
- Defuse any emotional upset you have about politics as a fact of organizational life, so that you will waste less time and energy. Instead you'll become "street smart" and strategic.
- 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.



**Based on the Wall Street
Journal Best Seller
“Survival of the Savvy”**