



## Organizational Savvy: Leveraging Your Strategic Influence

### Session Details

Faculty:	Dr. Rick Brandon	Date:	Tuesday, January 22, 2019
Location:	Renaissance Woodbridge Hotel 515 Route 1 South, Iselin, NJ 08830	Sign In:	8:30 AM
Phone:	(732) 634-3600	Session:	9:00 AM - 4:00 PM

### Session Description

This workshop adjusts attitudes about power and politics, confronts naiveté about organizational dynamics, and provides practical strategies for building organizational impact with integrity. This session is designed to benefit those well-intentioned individuals whose lack of political skills leaves them vulnerable to being underestimated, sabotaged, and denied credit for their ideas and work.

### Biography

Dr. Rick Brandon delivers keynote speeches at corporate events, educates thousands annually in workshops, and appears in various industrial and educational videos. In early 1999, Dr. Brandon launched Brandon Partners, offering a unique service for corporate events, blending his passion for motivational speaking and performance programs with his talent for musical comedy. Now Brandon Partners most popular business services are smaller behavior change workshops in the content areas of ethical organizational politics and managerial motivation skills. Dr. Brandon earned his Ph.D. in Counseling and Management at the University of Arizona, his M.A. in Educational Psychology from St. Lawrence University, and his B.A. in Psychology from Case Western Reserve. He has taught undergraduate and graduate courses for the University of Bridgeport, College of Saint Rose and the University of Arizona. Dr. Brandon has consulted, educated, and presented at companies worldwide. From start-up e-commerce businesses to blue chip companies, his clients include Citibank, The Prudential, Pfizer, Charles Schwab, Chase Manhattan Bank, The Gap, Kodak, Apple Computer and Walker Interactive Systems.

### Guide to Participant Selection

Department	Admin	Distrib	Engr	Finc	H.R.	Legal	Mktng	IT	Or	Plng	Pchsg	R&D	Sales
<b>Senior Executive</b> (Pres. Exec & Sr VP)	3	3	3	3	3	3	3	3	3	3	3	3	3
<b>Executive</b> (VP & Gen'l Mgr)	2	2	2	2	2	2	2	2	2	2	2	2	2
<b>Senior Managers</b> (Div & Reg. Mgrs)	1	1	1	1	1	1	1	1	1	1	1	1	1
<b>Middle Managers</b> & Superintendents	1	1	1	1	1	1	1	1	1	1	1	1	1

### Time Allocation - Topics

15% Reactions to politics & underestimating the role of politics in your success 15% Two major political styles, their dangers, and targeting a more balanced style 10% Mapping the political styles within your own work world 15% Identifying and changing your own counterproductive attitudes 15% Real-company case studies 30% Street-smart, non-manipulative strategies to increase political impact

## Focus

### **Primary - Leadership Development**

Adaptability, Communication, Empathy, Initiative, Interpersonal Relations, Judgment, Motivation

### **Secondary - Planning/Organizing**

Decision Making, Use of Authority, Coordination

### **Tertiary - Executing/Controlling/Evaluating**

Problem Identification, Analysis, Evaluating Alternative Solutions

## Level

Introductory

Intermediate

Advanced

FOR REGISTRATIONS PLEASE CONTACT: **Evangelia Zouras**

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