



## ORGANIZATIONAL SAVVY: LEVERAGING YOUR STRATEGIC INFLUENCE

with Dr. Rick Brandon

\$475 (US) per person

VIRTUAL SESSION (3-HOUR)

## ORGANIZATIONAL SAVVY: LEVERAGING YOUR STRATEGIC INFLUENCE

Leaders of companies claim politics isn't important or doesn't exist. Yet, every day, results and careers in organizations suffer from power plays, inflated egos, turf battles, hidden personal agendas, deception, and bad mouthing. Successful leaders know how to manage organizational politics and use it to their benefit. This workshop adjusts attitudes about power and politics, confronts naiveté about organizational dynamics, and provides practical strategies for building organizational impact with integrity (e.g., ethical lobbying, addressing hidden agendas, promoting yourself with integrity, respecting turf and ego, etc.). 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.

## DR. RICK BRANDON

Dr. Rick Brandon is the founder and president of the internationally respected training firm Brandon Partners. He has devoted thirty+ years to designing and delivering leadership and professional development workshops on interpersonal savvy and organizational savvy. Dr. Brandon has taught for scores of Fortune 500 companies and others, helping hundreds of thousands to improve their results and work relationships by increasing the candor, clarity, and impact of their communication. His new book, *Straight Talk: Influence Skills for Collaboration and Commitment* (Matt Holt Books, 2022) is the optional course text. His first book, *Survival of the Savvy: High-Integrity Political Tactics for Career and Company Success* (Free Press), was a Wall Street Journal bestseller and was called "the pre-eminent book on organizational and political savvy" by Robert Eichinger, creator of Lominger's FYI: For Your Improvement.

# TOPICS COVERED

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REACTIONS TO POLITICS & UNDERESTIMATING THE ROLE OF POLITICS IN YOUR SUCCESS TWO MAJOR POLITICAL STYLES, THEIR DANGERS, AND TARGETING A MORE BALANCED STYLE MAPPING THE POLITICAL STYLES WITHIN YOUR OWN WORK WORLD IDENTIFYING AND CHANGING YOUR OWN COUNTERPRODUCTIVE ATTITUDES REAL-COMPANY CASE STUDIES STREET-SMART, NON-MANIPULATIVE STRATEGIES TO INCREASE POLITICAL IMPACT

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -  
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