



## ORGANIZATIONAL SAVVY: LEVERAGING YOUR STRATEGIC INFLUENCE

with Dr. Rick Brandon

\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

## ORGANIZATIONAL SAVVY: LEVERAGING YOUR STRATEGIC INFLUENCE

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This action-packed, intriguing program adjusts attitudes about power and politics, confronts naiveté about hidden organizational dynamics, and provides practical skills for building organizational impact with integrity. Participants will learn ways to understand organizational politics and power; achieve strategic influence, recognition; sell your ideas and positively impact the enterprise; ensure your career satisfaction and growth; build role credibility for your entire team; and prevent and protect yourself from being passed over, underestimated, marginalized, or sabotaged. You'll leave with a business case for entering the political arena, understanding major Political Styles, and clarifying 13 Savvy Skills for navigating organizational politics with integrity.

## DR. RICK BRANDON

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Dr. Rick Brandon founded BRANDON PARTNERS, a global leadership development firm delivering insightful behavior change workshops in high-integrity ethical organizational politics and interpersonal skills for productivity improvement. Dr. Brandon has consulted, trained, and presented at hundreds of companies worldwide for 30 years. He authored the Wall Street Journal bestseller on ethical corporate power politics, *Survival of the Savvy*, which was called "the preeminent book on the competencies of organizational and political savvy" by Robert Eichinger, author of the Lominger Career Architect. Brandon is honored to serve as distinguished faculty for the Institute for Management Studies and in one year was IMS' most widely requested speaker, teaching in 18 cities. He earned his Ph.D. in Counseling and Management at the University of Arizona, his M.A. in School Psychology from St. Lawrence University, and his B.A. in Psychology from Case Western Reserve. He has taught graduate and undergraduate courses for the University of Bridgeport, College of Saint Rose, and the University of Arizona.

# TOPICS COVERED

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## INTRODUCTION: THE ETHICAL ORGANIZATIONAL POLITICS WAKE-UP CALL

EXERCISE: BASELINE ATTITUDES ABOUT ORGANIZATIONAL POLITICS  
REFRAMING ORGANIZATIONAL POLITICS AND POLITICAL SAVVY  
BUSINESS RATIONALE FOR ENTERING THE ETHICAL POLITICS ARENA

## THE WORKPLACE POLITICAL STYLES CONTINUUM

UNDERSTANDING POLITICAL STYLES WITH THE POLITICAL STYLE STRENGTHS ASSESSMENT  
EXERCISE: IDENTIFYING POLITICAL STYLE EXTREMES AND RISKS  
EXERCISE: WHAT WAS YOUR STYLE EARLY IN YOUR CAREER AND TODAY?

## THE ORGANIZATIONAL SAVVY SKILLS PYRAMID MODEL

OVERVIEW OF 4 CLUSTERS AND 13 SAVVY SKILLS  
EXERCISE: DEBRIEFING THE ORGANIZATIONAL SAVVY SELF-ASSESSMENT (PREWORK)  
COMPOSITE GROUP PROFILE AND DISCUSSION

## REINFORCEMENT TOOLS

FOR REGISTRATION PLEASE CONTACT: **Charles Good** - IMS Regional Director - San-Francisco  
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