

Webinar Overview

This cutting edge session discusses organizational politics:

- **Openly**—instead of whispering about it behind closed doors, sweeping it under the carpet, or whining at the water cooler.
- **Positively**—as ethical politics and strategic influence instead of thinking politics is a dirty word.
- **Objectively**—so a foggy, vague issue is solved with a systematic map for navigating power and politics.

Organizational Savvy's content buckets include:

- **The Positive Politics Business Case**— an inspiring business rationale for entering the ethical politics arena.
- **Leveraging Political Styles** – discovering the strengths and risks of your organizational politics mind-set and how to influence stakeholders with various Political Styles.
- **Implementing Organizational Savvy Skills** – vital skills for navigating organizational politics with integrity.

Webinar Deliverables

- ✓ Two 2-Hour or 3-Hour Modules.
- ✓ Prework Online *Savvy Self-Assessment*.
- ✓ Webinar Participant "Workbooklets."
- ✓ Best-Seller Book, *Survival of the Savvy*.
- ✓ Reinforcement Tools & 52 Application Emails.



Benefits to Participants

This two-session webinar adjusts attitudes about power and politics, confronts naiveté about these hidden dynamics, and provides practical political skills for building organizational impact with integrity. The course helps you:

- Navigate organizational politics and power.
- Achieve strategic influence, recognition, and credit.
- Sell your ideas and positively impact the enterprise.
- Ensure your career satisfaction and growth.
- Build role credibility for your entire team.
- Prevent and protect yourself from being passed over, underestimated, marginalized, or sabotaged.

Learning Objectives

- Defuse any upset you have about politics as part of organizational life, so you become street-smart.
- Identify different *Political Styles*, better influence them, leverage your own political style strengths, and avoid the dangers of style extremes.
- Identify and assess your performance on the 13 practical, non-manipulative *Savvy Skills Sets* for entering the ethical political influence arena. These strategies cut across four clusters as shown on the Savvy Skills Pyramid on the back of this brochure:
 - *Character Strategies*.
 - *Awareness Strategies*.
 - *Proactive Strategies*.
 - *Protective Strategies*.
- "Deep-Dive" into these positive politics Skill Sets:
 - Study Politics, Power, and Unwritten Rules.
 - Discovering the Buzz about you and your team.
 - Managing Perceptions that are harming you.
 - Essential Networking.
 - Balanced Self-Promotion and Elevator Speeches.
 - Savvy Communication: Present Ideas Firmly.
 - Savvy Communication: Challenge Ideas Tactfully.

Benefits to Your Organization

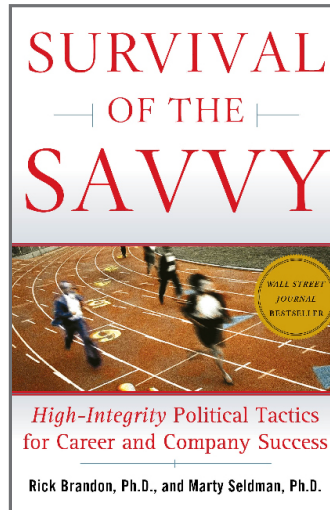
As participants improve their results and careers through increased influence and impact, their organizations receive these payoffs:

- Healthier attitudes about politics —with reduced complaints, stress or attrition due to this organizational fact of life.
- Functional areas become strategic partners.
- Empowered employees network strategically, prompting collaboration and innovation.
- A high-integrity work environment for a healthier organizational and external reputation.
- Stronger leadership bench strength with ethical, competent people in positions of positive power.

BRANDON PARTNERS Presents...

org nizational savvy

WEBINAR



**FEATURES THE
65-ITEM ONLINE SAVVY
SKILLS ASSESSMENT**

MODULE ONE (4 HOURS):

**BUSINESS CASE, POLITICAL STYLES, SAVVY
SKILLS OVERVIEW, AND AWARENESS STRATEGIES**

MODULE 1 PRE-WORK (3/4-Hour)

- 1) Read Program Overview & Schedule
- 2) Complete the *Organizational Savvy Assessment*
- 3) Check WebEx Access Readiness

MODULE 1 TOPIC FLOW

- Welcome & Overview
- Baseline Reactions & Attitudes
- Learning Goals/Agenda
- Business Rationale: Ethical Political Savvy
- Politics Tip-Offs: Signals (3-Hour Module)
- Political Style: Strengths & Self-Checklist
- Political Style: Risks of Extremes
- Bringing the Styles to Life: Applying Styles
- Organizational Savvy Skills Overview
- Assessment Debriefing
- Study Politics, Power, and Unwritten Rules
- Knowing the Corporate Buzz
- Wrap-Up & Module 2 Prework

MODULE TWO (4 HOURS):

PROACTIVE STRATEGIES

MODULE 2 PREWORK ((3/4-Hour)

- 1) Read and Prep Elevator Speech
- 2) Read and Prep a Network Map.
- 3) Read Ethical Lobbying Article.

MODULE 2 TOPIC FLOW

- Welcome, Questions, & Review
- Managing Negative Buzz Perceptions
- Essential Networking and Mapping
- Balanced Self-Promotion
- Savvy Communication
- Ethical Stakeholder Lobbying
- Wrap-Up & Reinforcement Tools



LONGER OR SHORTER WEBINARS

This webinar's total of 8 hours matches our 1-day in-person course content. Our design of three 4-hour modules equates to our 2-day in-person workshop that covers all 13 Savvy Skills plus two case studies. Our 1/2-day in-person equivalent webinar consists of two 2-hour modules.

**Political blind spots
and organizational
naiveté can result in:**

- ✓ inability to sell ideas
- ✓ failure to receive appropriate credit for work
- ✓ missing your organization's hidden criteria for success
- ✓ being sabotaged by others
- ✓ being underestimated or pigeon-holed
- ✓ lacking a network of allies and advocates
- ✓ a negative image within your team or your company
- ✓ career stagnation or job loss