



# Kansas City

The Institute for Management Studies, 201 West Liberty Street, Suite 100, Reno NV 89501

SUBJECT	<b>ORGANIZATIONAL SAVVY: INCREASING YOUR INFLUENCE AND IMPACT</b>		
FACULTY	DR. RICK BRANDON		
LOCATION	Ritz Charles 9000 W 137th St., Overland Park, KS 66221 (913) 685-2600	DATE	Wednesday, September 22, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

## TIME 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

## SEMINAR DESCRIPTION

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.

## FOR RESERVATIONS

**Brendan Dowd**  
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## FACULTY



**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

SENIOR EXECUTIVE  
(Pres, Exec & Sr. VP)

EXECUTIVE  
(VP & General Mgr)

SENIOR MANAGER  
(Div. & Reg. Mgrs)

MIDDLE MANAGER  
& SUPERINTENDENTS

3	3	3	3	3	3	3	3	3	3	3	3	3	3
2	2	2	2	2	2	2	2	2	2	2	2	2	2
1	1	1	1	1	1	1	1	1	1	1	1	1	1
1	1	1	1	1	1	1	1	1	1	1	1	1	1
Admin	Distrib	Engr	Finc	H.R.	Legal	Mkng	IT	Ops	Plng	Pchsg	R&D	Sales	

### APPLICABILITY

"1" indicates primary target audience

"2" indicates a good fit if the level of material is appropriate

"3" indicates (in the opinion of the Institute and faculty) limited applicability.

## FOCUS

PRIMARY

### LEADERSHIP DEVELOPMENT:

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

SECONDARY

### EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Use of Authority, Coordination

TERTIARY

### PLANNING/ORGANIZING:

Problem Identification, Analysis, Evaluating Alternative Solutions

## LEVEL

Introductory  Intermediate  Advanced