



# IMS *New York*

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

SUBJECT	<b>POLITICAL SAVVY: MAXIMIZING YOUR IMPACT IN THE ORGANIZATION</b>		
FACULTY	DR. DWIGHT JAGGARD		
LOCATION	The Cornell Club 6 East 44th Street, New York NY 10017 (212) 986-0300	DATE	Wednesday, September 29, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

## TIME TOPICS

5%	<b>Leadership and organizational politics</b>
20%	<b>Political styles</b> <ul style="list-style-type: none"> <li>• What is a political style?</li> <li>• Diagnosing your own style</li> <li>• Political savvy versus manipulation: The critical distinction</li> </ul>
20%	<b>Political savvy exercise</b> <ul style="list-style-type: none"> <li>• Political challenges in organizations</li> <li>• Sub-group problem solving</li> </ul>
15%	<b>Mapping the political territory</b> <ul style="list-style-type: none"> <li>• Principles of mapping</li> <li>• Mapping one's own political territory</li> </ul>
20%	<b>Political savvy strategies</b> <ul style="list-style-type: none"> <li>• Negotiating coalitions</li> <li>• Four key principles of impact and influence</li> <li>• Advanced principles of impact and influence</li> <li>• How to handle <i>Machs</i></li> </ul>
15%	<b>Developing your own politically savvy strategies</b>
5%	<b>Leadership, political savvy and career success</b>

## SEMINAR DESCRIPTION

While most are wary, great leaders know how to manage organizational politics. This seminar vividly brings to life the interplay of power, politics and influence – both upward and across the organization. We will debunk the stereotype of politics as emerging from an unethical manipulative underworld. The key is to know the strategies that enhance our impact on the organization. These strategies work hand-in-hand with the personal characteristics and tactics of leadership that we may already possess. Participants will learn to diagnose political styles and map political terrains. Principles such as the 51% guide and agenda linking will help participants navigate political dynamics, demonstrate ethical leadership, and further career success.

## FOR RESERVATIONS

**Mark Antonucci**  
**Phone: (631) 675-0082 e-mail: [NewYork@ims-online.com](mailto:NewYork@ims-online.com)**

## FACULTY



**DR. DWIGHT JAGGARD** consults, coaches and teaches around the world on leadership development, team building, enhancing communications, political savvy and influence and technical topics. His blend of interpersonal, business, academic and technology skills provides an ideal background for working with individuals from diverse backgrounds. He received his Ph.D. from the California Institute of Technology (Caltech), is a Professor at the University of Pennsylvania (Penn), and is director of the EMTM (Executive Master's of Technology Management) Program at Penn. He was the co-founder of a high-technology business. Dr. Jaggard has successfully taught over a thousand students the foundations of leadership -- including politically savvy. He has published some 120 journal papers, authored numerous book chapters, been awarded several patents, edited a book and given several hundred presentations.

## 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	Mktng	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