



## 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 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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## 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: **Brendan Dowd** - IMS Regional Director - Kansas-City  
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