Workshop 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 messages include:
• The Ethical Politics Wake-Up Call—an inspiring business rationale for entering the company politics arena.
• Leveraging Your Political Style—discovering the strengths and risks of your organizational politics mind-set and how to influence stakeholders with various Political Styles.
• Organizational Savvy Skills—vital strategies for navigating organizational politics with integrity.

Benefits to Your Organization
• Participants improve their results and careers through increased influence and impact, their organizations receive 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.

Learning Objectives
• Defuse any upset you have about politics as part of organizational life.
• Identify different Political Styles, better influence them, leverage your own political style strengths, and avoid the dangers of style extremes.
• Protect yourself from an over- or under-political colleague or boss.
• Implement practical, non-manipulative political savvy skills, including:
  – Strategic networking,
  – Reading the system and unwritten rules,
  – Promoting your team’s contributions,
  – Selling your ideas,
  – Managing your corporate “buzz,”
Corporations that have benefitted from Persona GLOBAL® Programs include:

• BMW
• Mitsubishi
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• Coca-Cola
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