

WORKSHOP: NAVIGATING THE POLITICAL LANDSCAPE

Despite excellent skills, expertise and intentions, many become victims of behind-the-scenes political forces. Blind to hidden agendas and the power relationships behind decisions some may not build support for their ideas, get the credit they deserve, or achieve career objectives.

This workshop is intended to explore attitudes about power and politics; carefully consider organizational dynamics; and provide practical skills for having impact and influence without compromising integrity.

This 1-day, hands-on, application-oriented workshop provides clarity about the nuances of navigating successfully through the realities of politics in organizations. Participants are challenged to think through issues, process different ideas, evaluate and practice the skills necessary to accomplish what needs to be done without making enemies, and learn proven approaches for building organizational savvy and influence.

The learning outcomes for this session are:

- How to defuse negative emotional reactions regarding politics as a fact of organizational life to minimize wasting time and energy
- Learn how to present ideas or challenge others' ideas with appropriately firm vocabulary, and adjust language and approach according to the power dynamics of the situation
- How to detect and protect oneself from potentially negative actions of overly political, power-oriented colleagues, bosses, or customers
- Learn and practice non-manipulative strategies for influencing people and situations while maintaining integrity
- Learn to deftly managing resistance and challenges to credibility or position

This workshop is offered by *StrategyWorks, Inc.*, an International consulting and training firm. The instructor and owner, is a highly sought-after speaker and instructor who has worked across a variety of Federal, State, and local agencies. *StrategyWorks, Inc.*, and their team of experienced consultants and trainers enjoy a reputation for providing practical, hands-on learning and creating an environment conducive to learning and then applying the skills in a meaningful way. Past participants have evaluated this workshop as a thought provoking, useful course for dealing successfully with the political landscape of their organizations.