



For some, "Company Politics" stirs images of deception, manipulation & the 'old boys club'. Fortunately the reality is very different. Don't lose out you never understood the game!

Navigating organisational politics is an 'art' that some people master easily - whilst others seem to constantly struggle with it. This 1-day masterclass will de-mystify what is essentially an integral part of every leader's role. Using case histories, humour, a challenging company scenario and various highly effective techniques you will be able to understand your existing 'power base', map your own 'Political Environment' and influence where it matters most.

Objectives:

On completion of this program Participants will be able to:

- Understand how decisions are made
- Identify the traits of key political players – from Sponsor through to Saboteur!
- Identify the various methods of political leverage
- Apply 9 different influencing styles
- Adapt their own style to the needs of the situation
- Develop key relationships within the inner circle
- Apply defensive and offensive political strategies
- Understand the difference between power and Influence

What is Covered?

- Assessing your Personal Power base
- Aligning with Political Allies
- Methods for communicating your message
- Political Questioning techniques
- Dealing with the Fox and other Political personalities
- Win/win Negotiation tactics
- Identifying and working with 'The Inner circle'
- Real case studies
- A Challenging 'who-dunnit' political role play scenario
- Networking and corridor-conversation skills
- Mapping your own Political Environment

Duration : 1 Day

