

Mastering Organizational Politics and Power



Critical Skills for Today's Business Leaders

This interactive program is designed to improve awareness and skills in the area of organizational politics. Too often, managers and leaders shy away from politics as "back biting" and underhanded. This workshop offers a different interpretation and a fresh view of the importance of politics as a positive, powerful tool for getting things done.

Learn to:

- ✓ *Advance your understanding of politics as a positive organizational tool*
- ✓ *Recognize eight sources of organizational power*
- ✓ *Identify the four political tactics and know when to use each*
- ✓ *Recognize and appropriately apply nine influence styles*
- ✓ *Use powerful tools to assist collaboration and help your organization meet commitments*
- ✓ *Utilize four points of principled negotiation*
- ✓ *Recognize four ways in which individuals respond to domination*

Workshop Outline

- Organizational Politics - - Definitions and Self Assessments
- Sources of Organizational Power
- Evaluating the Political Situation and Selecting a Tactical Approach
- The Nuts and Bolts of Collaboration
- Negotiating Great Outcomes
- Influence and the Science of Persuasion

Helene J. Dublisky, MS, PCC combines business coaching, training, and change management consulting through Omega Coaching. She is a certified business coach who has held corporate executive positions, has served on non-profit boards, and is a graduate level adjunct professor at the University of San Francisco. Omega Coaching provides individual and team coaching and custom training to organizations.

Contact Omega Coaching (510.444.5211 or info@omegacoaching.com) for information on when this workshop is offered, or to bring it into your organization.