

Program Description

Reducing the Risk

The Good & Bad of Corporate Politics

Keynote or Concurrent Session

Themes: Communication, Productivity, Leadership

When people talk about organizational politics, they usually mean something dirty or underhanded. Just say the words "office politics", and you sense the disdain. When you're out to get something done you have to play politics!

No one exists in an atmosphere where every one agrees. Politics is the art of trying to accomplish things within organizations. To paraphrase Plato, that well-known consultant: "...those who think they're too smart to engage in politics will be governed by those who are dumber."

Key points in this presentation:

- **It matters**—only 15% of job terminations are due to poor performance or lack of skills, and "playing politics" begins at the moment of hire.
- **Redefine the word** with a more accurate description: calling it "interpersonal communication" instead of "politics."
- **Appearances matter.** Organizational politics is no different from other aspects of the world of communication - or of life in general. **The best packaged idea wins**, not necessarily the best idea.
- **The rules are different** in growing companies vs. aging companies, and the presentation reviews those rules.
- **The good side of politics can be a powerful force.** The program offers specific examples of the upside possible with politics.

The presentation is interactive, sharing and analyzing experiences based on politics, followed with "best practices" of how communication skills can be used as a positive force in working with others.

We all compete for schedules, projects, money and training. **This program teaches how to be better communicators and better organizational politicians.**

