



JDA

Driving Performance, Sustaining Results

Organizational Savvy: Navigating Company Politics

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

This two-day workshop adjusts attitudes about power and politics, confronts naiveté about organizational dynamics, and provides practical political skills for building organizational impact with integrity. A self-assessment used in conjunction with the workshop provides scores in 12 relevant skill areas, as well as an overall score.

Learning Objectives

Upon completion of this training, participants will be able to:

- Detect and protect themselves from potentially negative actions of overly political, power-oriented colleagues, bosses, or customers.
- Enter the political arena while maintaining integrity using practical, non-manipulative strategies.
- Avoid the dangers of adopting the extreme of either of the two primary organizational political power styles.
- Defuse any emotional upset you have about politics as a fact of organizational life.
- Recognize any tip-offs that you may be naive about the level of politics you face.
- Detect, prevent, and manage deception.
- Recognize and handle sabotage in group situations.

About Us

Since 1989, JDA has focused on improving the performance of the world's top companies. The company's services span skills-based training, talent management, executive coaching and organizational alignment. Through JDA's expertise and unique "Performance-Sustaining" process, the company creates more than change—it enables long-term shifts in individuals, teams and performance levels.

Working with business leaders such as Deutsche Bank, Morgan Stanley, Kroger, Kraft, UBS and Roche Pharmaceuticals, JDA has enabled measurable, sustainable improvements to performance across many sectors and success metrics including productivity, communication, morale and sales. For more information, please visit: www.jdainternational.com.