

# STELLAR INFLUENCE



## LEVERAGING ORGANIZATIONAL POLITICS WITH INTEGRITY

WORKSHOP

Reframe your mindset and skills, allowing you to influence up and across the organization with high confidence and integrity.



### AUDIENCE

Leaders at All Levels  
Needing to Influence Others



### LENGTH

1 Day



### AGENDA

See Page 2



### ASSESSMENTS

Organizational Savvy Assessment



### PRICE

Custom In-House



100%

of participants would recommend it to a peer.

● 66% Strongly Agree  
● 34% Agree



100%

of participants say the facilitators made a big difference in their overall learning.

● 90% Strongly Agree  
● 10% Agree

## Some Stellar Clients

American Chem Society  
American Express  
Ancestry.com

Chesapeake Energy  
Choice Hotels Intl  
Cintas

LexisNexis  
Microsoft  
Premier Health

The Kroger Company  
Toyota Motor Corp  
United States OPM

## Your Takeaways

- An understanding of organizational politics and why it is a necessary part of the business environment.
- A framework for navigating organizational politics with high confidence and integrity.
- An Organizational Savvy Assessment identifying your strengths and improvement areas for influencing others.
- Strategies for acquiring power allowing you to get your good ideas heard and implemented.
- A plan for developing your strategic network, advocating for you throughout the organization.
- Balanced ways to promote yourself ensuring your individual and team's accomplishments are noticed.
- Strategies to detect and handle sabotage by others who are not using politics in an ethical way.
- A personal plan for influencing others going forward.

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## Cutting-Edge Learning Approach

DAY	<b>1</b>
AM	Workshop Introduction Wake-Up Call Political Savvy Framework Taking a Stand
PM	Manages Perceptions Essential Networking Balanced Self-Promotion Ethical Lobbying Workshop Closing/Departure

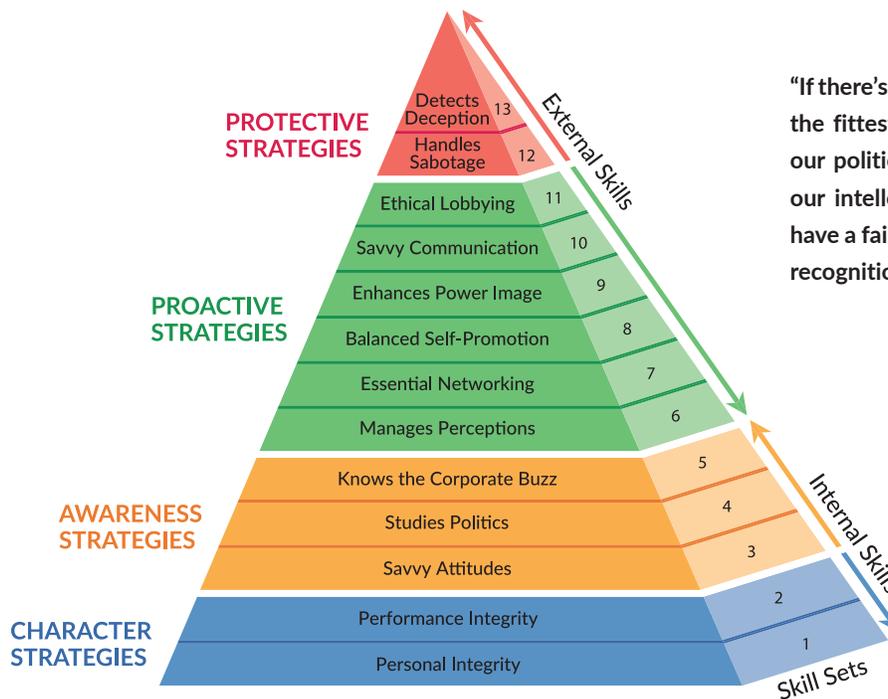
## Making A Difference For Participants

"This was a great workshop! I enjoyed interacting with people from other parts of the company and to find out where and how they deal with politics. That interaction was very helpful in formulating how I should deal with politics in my area of the company."

"Politics is not a dirty word. Now I understand how I can use influence with integrity for the benefit of the company."

"This workshop not only prepared me for dealing with corporate politics but reassured my faith in doing it with high integrity."

"Stellar Influence is truly one of the best leadership courses I have attended. I will definitely use the strategies as I go forward in my career."



"If there's a corporate survival of the fittest, it pays to recognize our political blindspots, so that our intellect, ideas, and results have a fairer chance of receiving recognition, credit, and reward."

Rick Brandon, Author  
*Survival of the Savvy*

## Targeting Savvy Skills

An important component of this workshop is an assessment of the skills necessary to effectively influence in the organization with confidence and integrity. The tactics for influencing include Character, Awareness, Practice and Protective Strategies.

To Enroll

[www.stellarteams.com](http://www.stellarteams.com)

Questions?

[info@stellarteams.com](mailto:info@stellarteams.com)

With permission from Brandon Partners and The Wall Street Journal Best Seller, "Survival of the Savvy, co-authored by Rick Brandon and Marty Seldman.