

Politics, Power, and Influence

Success in business depends at least partly upon one's ability to navigate the invisible political web of power and influence that exists in any organization. This unique Proteus course offers participants a practical understanding of these three critical elements of success—politics, power, and influence—and the skills for mastering them in a high-integrity way.

POLITICS

Participants first learn about “the invisible web” of politics and how to build support for themselves and their initiatives within that web.

POWER

Next, participants are helped to think of power as “the capacity to produce change,” and to discover practical ways to build their own capacity.

INFLUENCE

Finally, participants explore the idea of increasing their influence by clarifying their “legend”—the unique value they bring—and deciding how to take best advantage of it within the organization.



Positioning yourself for success

- Navigate organizational dynamics
- Build capacity for more responsibility
- Establish and sell your “legend”
- Create a path to the C-suite