



Training Officers Consortium

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Ten Things to Know About Political Savvy

Presented by

Dianne Floyd Sutton

Author of *Workplace Etiquette and Workplace Savvy*
www.suttonenterprises.org

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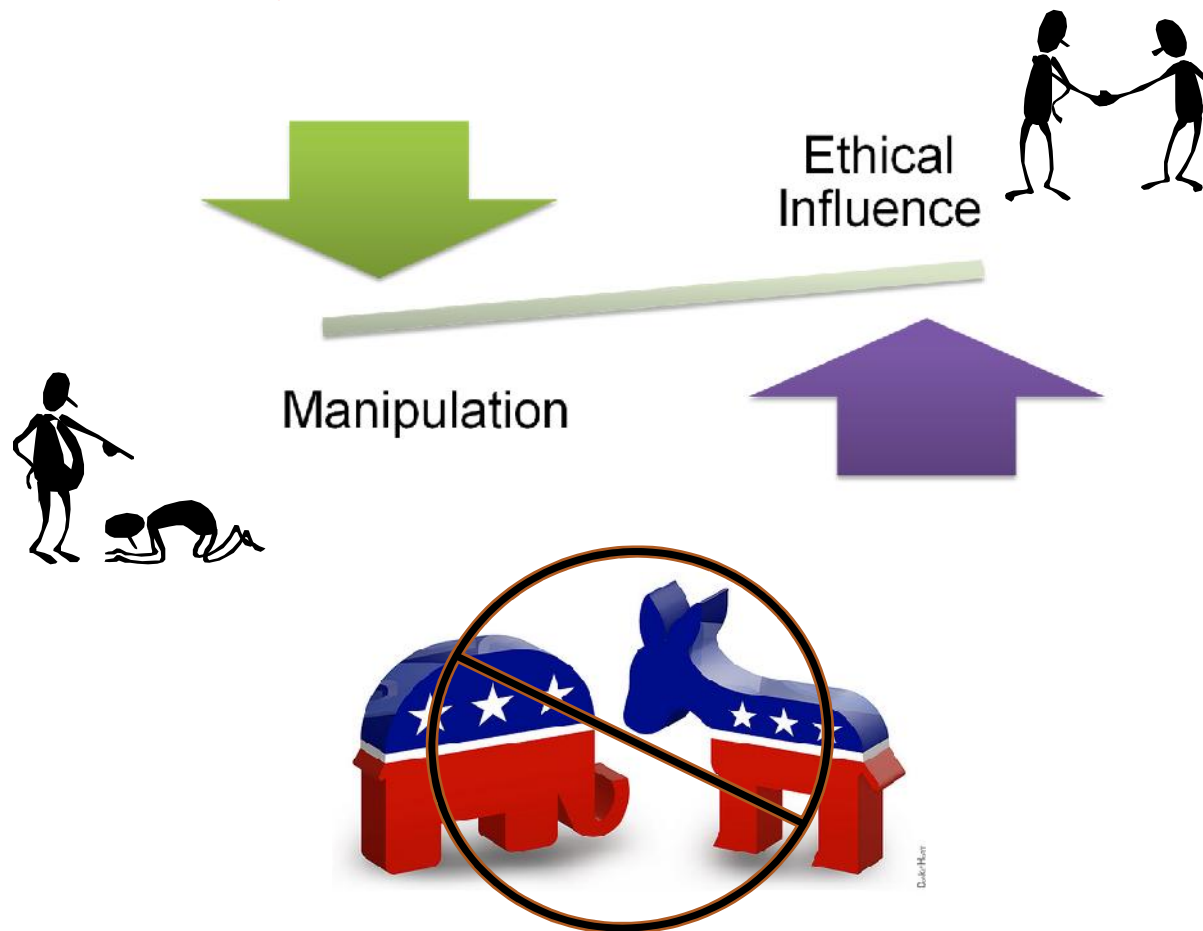
Ten Things to Know About Political Savvy



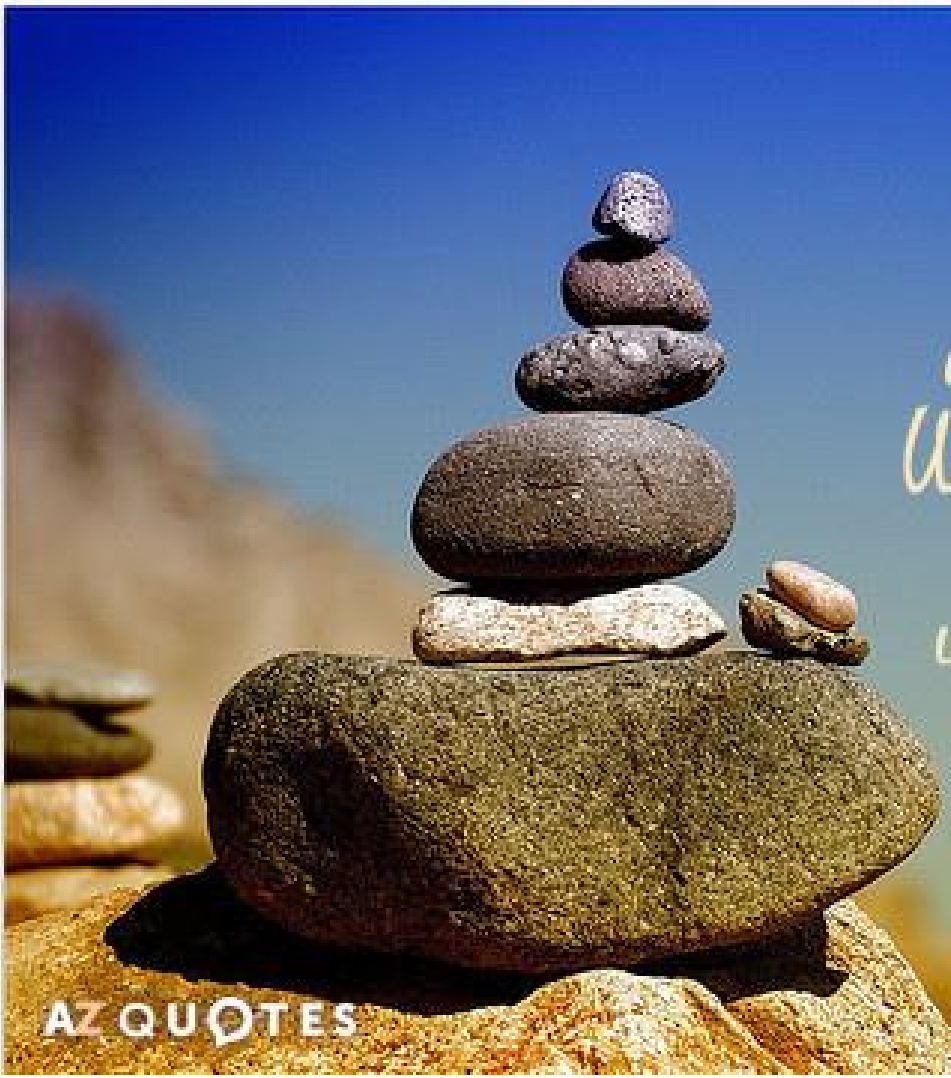
***“Be yourself...
everyone else is taken.”***
~ Maya Angelou

Ten Things to Know About Political Savvy

1. The key words are ethical and influence.



Ten Things to Know About Political Savvy



The supreme quality for leadership is unquestionably integrity. Without it, no real success is possible, no matter whether it is on a section gang, a football field, in an army, or in an office.

Dwight D. Eisenhower

Ten Things to Know About Political Savvy

2. Before office politics, there was family politics. You have been practicing political savvy since your childhood.



Ten Things to Know About Political Savvy

3. Your image counts. Identify and Refine Your Brand. Act like your cell phone is checking you out 24/7.

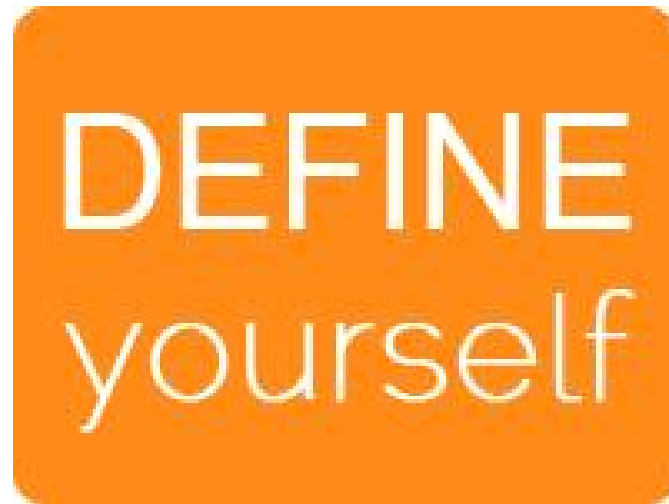
Your image
puts a frame
around all of
your
credentials.



*Branding - What
people say about you
when you leave the
room.*

~ Jeff Bezos, Founder Amazon.com

Ten Things to Know About Political Savvy



Turn to the person to your right and tell them your top three best character traits that are unique and distinct to you.

Ten Things to Know About Political Savvy

4. Understand that power is not good or bad...it's how it is used. Identify your values - they will be questioned? What Is Important to You?



Ten Things to Know About Political Savvy

What Is Important to You at Work?

- | | | |
|--|---|--|
| <input type="checkbox"/> Help Society | <input type="checkbox"/> Aesthetics | <input type="checkbox"/> Influence People |
| <input type="checkbox"/> Help Others | <input type="checkbox"/> Supervision | <input type="checkbox"/> Work Alone |
| <input type="checkbox"/> Community | <input type="checkbox"/> Change and Variety | <input type="checkbox"/> Knowledge |
| <input type="checkbox"/> Time Freedom | <input type="checkbox"/> Precision Work | <input type="checkbox"/> Intellectual Status |
| <input type="checkbox"/> Public Contact | <input type="checkbox"/> Stability | <input type="checkbox"/> Artistic Creativity |
| <input type="checkbox"/> Work with Others | <input type="checkbox"/> Security | <input type="checkbox"/> Creatively |
| <input type="checkbox"/> Affiliations | <input type="checkbox"/> Fast Pace | <input type="checkbox"/> Adventure |
| <input type="checkbox"/> Competition | <input type="checkbox"/> Recognition | <input type="checkbox"/> Profit/Gain |
| <input type="checkbox"/> Make Decisions | <input type="checkbox"/> Physical Challenge | <input type="checkbox"/> Location |
| <input type="checkbox"/> Work Under Pressure | <input type="checkbox"/> Other | <input type="checkbox"/> Excitement |
| | | <input type="checkbox"/> Moral Fulfillment |
| | | <input type="checkbox"/> Power and Authority |

Ten Things to Know About Political Savvy

5. Practice subtle self promotion.

- **Be sure to wag your tail.**
- No one can appreciate you if they don't know what you are doing.
- Share information without being obnoxious.



Ten Things to Know About Political Savvy **Is Your Net Working?**



It's not what you know
but who you know
AND...

***who knows you and
your capabilities!***

**Think of professional
networking as a career
safety net.**

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6. Understand the cultures in and out of the organization.

- Make sure you read the playbooks.
- Identify the unwritten rules by observing and asking questions.

What Do You Know?

- What are your organizations' top three work priorities?
- How is your budget appropriated?
- What are your supervisor's three outstanding strengths?
- What are your supervisor's greatest stressors?

Ten Things to Know About Political Savvy

You are not influencing with just one generation- listen and be flexible.

Cyber Babies



World Wide Web Babies



Computer Babies



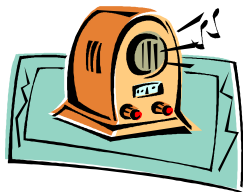
TV Babies – Baby Boomers II - 1955 - 1965



TV Babies – Baby Boomers I



Radio Babies



Ten Things to Know About Political Savvy

7. Identify and observe the power dynamics in and out of your organization.

- Identify who are the power players, team players and mavericks.
- Who is in and who is out? Why?
- *Connect with the power people.*



Ten Things to Know About Political Savvy

UNC'S QUOTE
OF THE DAY

**Never miss a good
chance to shut up.**

- Will Rogers

Ten Things to Know About Political Savvy

Choices What Would You Do?

You are finally promoted. Yay! However, once the congratulatory email is sent out, someone on your team gripes that he was overlooked. And he is expressing his feelings to anyone who will listen to him. What would you do? Why? What would you say?



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9. Pick Your Battles. Do you want to be right, or do you want to be effective?



1. How invested are you in the relationship?
2. How important is this issue to you?
3. Do you have the energy to deal with the conflict?
4. Are you aware of the potential consequences?
5. Are you ready for the consequences?

Choices: What Would You Do?

A work discussion between you and your coworker has escalated into a shouting match. You are both upset and in the heat of the argument, you both start making personal attacks (which neither of you really mean).

What would you do?

- A. Agree to take a 20-minute break before continuing the discussion
- B. Go silent, regardless of what your coworker says
- C. Say you are sorry and ask your coworker to apologize too.
- D. Stop for a moment, collect your thoughts, then restate your side of the case as precisely as possible.

Ten Things to Know About Political Savvy

10. A little bit of savvy is a sensible strategy even if you choose not to “play the game.” At the very least, learn the rules and be an informed spectator!



Ten Things to Know About Political Savvy

“The development of skills for political savvy must begin with awareness of one’s own as well as others’ political styles.”

~ J.R. DeLuca

So, Are You:

- **Able to analyze the situation or context?**
- **Capable of building partnerships and alliances?**
- **Able to keep conflict to a minimum?**
- **Able to build a strong brand?**

Political Savvy

POLITICALLY SAVVY LEADERS...

GET THINGS DONE. WORK TO AVOID A 'NO' SCENARIO.

CONSIDER THE QUANTITATIVE & QUALITATIVE. **ETHICAL.**

ENGENDER TRUST. UNDERSTAND DRIVERS. PRAGMATIC.

The Optimist Creed

Promise Yourself

To be so strong that nothing can disturb your peace of mind.

To talk health, happiness and prosperity to every person you meet.

To make all your friends feel that there is something in them.

To look at the sunny side of everything and make your optimism come true.

To think only of the best, to work only for the best, and to expect only the best.

To be just as enthusiastic about the success of others as you are about your own.

To forget the mistakes of the past and press on to the greater achievements of the future.

To wear a cheerful countenance at all times and give every living creature you meet a smile.

To give so much time to the improvement of yourself that you have no time to criticize others.

To be too large for worry, too noble for anger, too strong for fear, and too happy to permit the presence of trouble.