

**MASTERING ORGANIZATIONAL POLITICS, INFLUENCE AND ALLIANCES**

**Are skills mastery and years-under-your-belt really enough to navigate organizational politics and succeed in today's workplace?**

**Seminar #2125**

**Overview**

What really drives a high-performance management career? It's more than management skills. You have to be an expert at negotiating the complicated terrain of organizational politics and company politics. It's time to adopt a 360-degree management mindset that enables you to understand and control all the forces that shape your career and get what you need for and from your team. This seminar presents a sophisticated approach to managing that reveals the hidden truths about organizational politics and management success today.

**Schedule**

- [2] days

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- [2] days - **\$2,195** Non Members
- [2] days - **\$1,995** AMA Members
- [2] days - **\$1,708** GSA

**Credits**

1.2 CEU

**Schedule**

We have 4 scheduled sessions located nationwide starting between 7/19/2012 - 12/3/2012

Date	Location	Duration
Jul 19, 2012 - Jul 20, 2012	Arlington/Washington DC, DC	2 Days
Sep 24, 2012 - Sep 25, 2012	Chicago, IL	2 Days
Oct 4, 2012 - Oct 5, 2012	New York, NY	2 Days
Dec 3, 2012 - Dec 4, 2012	Arlington/Washington DC, DC	2 Days

*Registering more than 4 people, please call 1-877-566-9441.*

**How You Will Benefit**

- Understand the processes that go into high performance — and how to drive the efforts you need from your team
- Master organizational politics by better managing your interactions and relationships with colleagues across the organization
- Successfully manage your political image
- Use communication to influence others and strengthen your organizational alliances
- Manage your behavior and the impact on the team
- Improve your coaching, delegating and mentoring abilities

**What You Will Cover**

- Key competencies and critical success factors of effective management
- 360-degree approach to managing up, down and across your organization
- Negative organizational politics and strategies to navigate intense political climate
- The sources of organizational power and relationship between company politics and influence
- How to influence and manage beyond your own authority

**Who Should Attend**

Team managers, project managers and senior managers with significant experience under their belts who need to master organizational politics.

**Ways to Register**

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email [customerservice@amanet.org](mailto:customerservice@amanet.org)
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)