

# The Politics Of Power

## What's in it for you?

The course is designed to help you take greater control over, and responsibility for, an increasingly complex and politicised working life. It will help you to clarify your goals and ensure you are using your personal resources in the best way to ensure success. It will provide you with an understanding of the types of power and influence available to you and how to invest that power to secure a positive return. The workshop will also introduce you to a process for developing networks and implementing agendas, along with direct and indirect influencing methods.

## What you will get out of it

By attending the course you will:

- Take responsibility for the way you respond to situations, the actions you take and the choices you make.
- Understand the extent of your 'circle of influence' and know where to focus your energy to expand it further.
- Understand the various types of power available to you and recognise the circumstances in which each can be used to get results.
- Understand a method to map relationships in terms of 'allies' and 'gatekeepers' to help you with designing a strategy for implementing an agenda or getting a proposal accepted.

## Key Themes

- Why power and the powerful are seductive.
- Understanding yourself and gaining greater self control.
- Direct and indirect influencing methods.
- The types and uses of power and influence.
- Building relationships and networks of support.
- Implementing agendas and getting ideas accepted.
- Know what battles to fight: the implications of going on the offensive.

## What's Involved

The course is designed around a series of historical and contemporary 'detective' stories which unravel why the powerful either failed or succeeded at their goals. This is followed by practical sessions applying ideas and tools to real scenarios where you will be able to test out strategies and plans 'to destruction' with course colleagues.

**“Even when I'm railed at, I get my quota of renown”** PIETRO ATENTINO