



**THE ART OF BEING  
POLITICALLY SAVVY  
LULAC/FTI 2017**

**Presented by  
Carmen G. Cantor  
U.S. Department of State**

# OBJECTIVES OF THE WORKSHOP

- Define Political Savvy
- Evaluate your Building Coalitions/Political Savvy skills
- Learn characteristics and strategies that will help you cultivate political savvy skills



# WHY IS BEING POLITICALLY SAVVY AN “ART”?

power self-promotion  
Understand Supportive supervisor  
mission relationships context  
culture organization's Managers  
terrain Supervisors Commit situations  
honest players subtle politics  
strategy Understands  
Identify ahead Office  
business Senior  
others key help player  
Problem people Gauge leader solver  
Savvy Politically Ability Develop  
Collaborative professionalism team  
analyze Practice Network Partner  
Assess managing EVERYONE  
getting influence Employees promotions  
communicate organization  
Diplomatic  
Leadership  
environment know



## KEY TERMS

- Political Savvy: This competency identifies the internal and external politics that impact the work of the organization. Perceives organizational and political reality and acts accordingly.
- Building Coalitions: This core qualification involves the ability to build coalitions internally and with other Federal agencies, State and local governments, nonprofit and private sector organizations, foreign governments, or international organizations to achieve common goals.
- Office Politics: The way in which workers recognize, and seek to reconcile, their competing interests.



# WHO SHOULD BE POLITICALLY SAVVY?

**EVERYONE!**



- Employees
- Supervisors, Managers
- Senior Leadership



# POLITICAL SAVVY SELF-ASSESSMENT

## Gauge your level of Political Savvy

This is a learning tool designed to show you where you are on the politically savvy spectrum. It will assist in identifying areas that you may need to focus on.



# HOW DO YOU BECOME POLITICALLY SAVVY?

**Actively practice these six strategies:**

- Partner with your leader
- Be a team player
- Understand the environment
- Practice subtle self-promotion
- Network
- Commit to the business



Developed by: [www.youofficecoach.com](http://www.youofficecoach.com)



# CHARACTERISTICS OF SOMEONE POLITICALLY SAVVY

- Diplomatic
- Supportive and not phony
- Displays professionalism
- An ally to others
- Avoids drama
- Problem solver
- Collaborative
- Understands organization's mission
- Loyalty to supervisor and organization
- Ability to analyze situations or context





## GROUP ACTIVITY

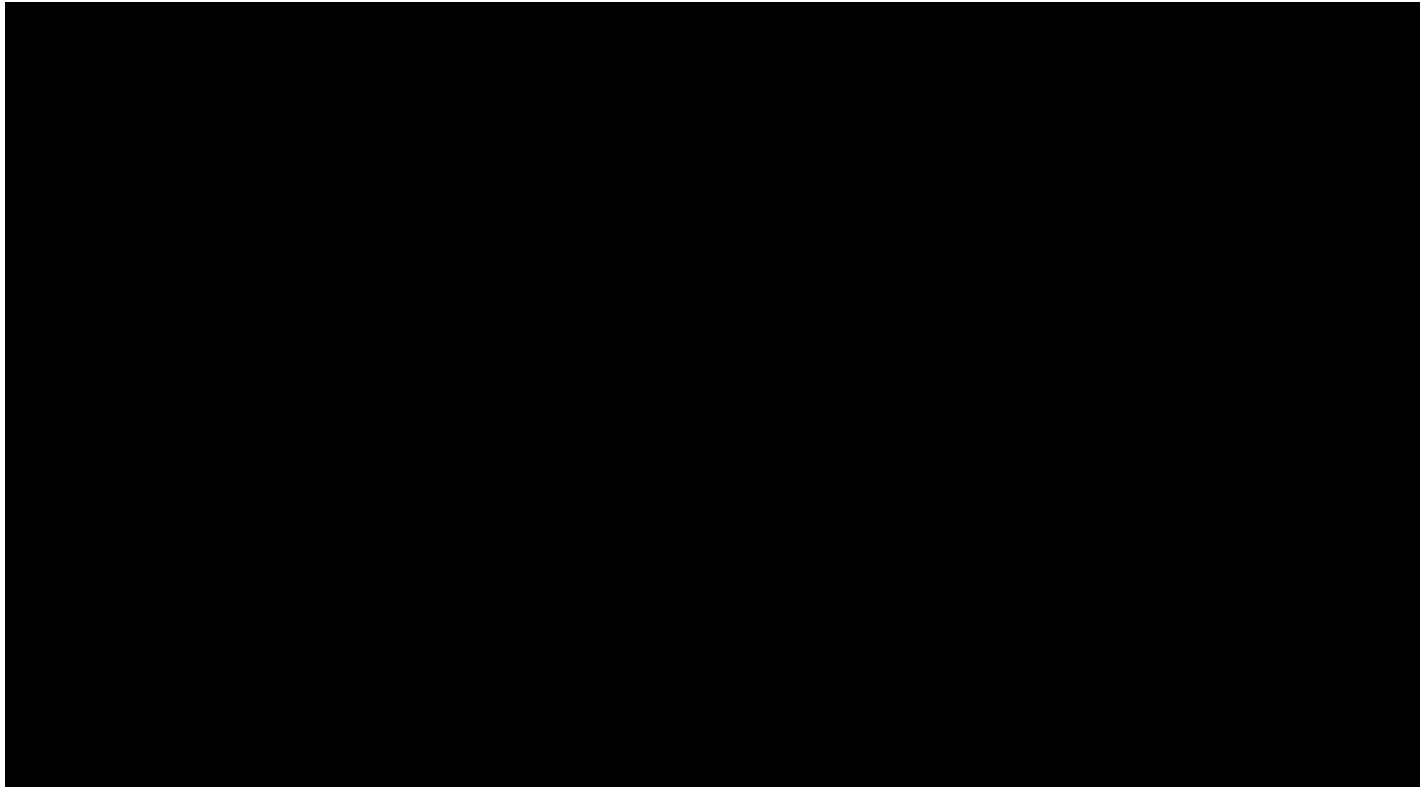
Let's practice what we've learned!

*“I am increasingly convinced that people who have power are not necessarily smarter than others. Beyond a certain level of intelligence and level in the hierarchy, everyone is smart. What differentiates people is their political savvy and skill.”*

- Jeffrey Pfeffer



TO SUMMARIZE...



# RESOURCES

## Books

- Survival of the Savvy: High Integrity Political Tactics for Career and Company Success by Rick Brandon
- Political Savvy: Systematic Approach to Leadership Behind the Scenes by Joel DeLuca
- Savvy: Dealing with People, Power and Politics at Work by Jane Clarke



## REFERENCES

- Political Savvy – Dianne Floyd Sutton
- Mastering the Art of Office Politics – Gallup Business Journal
- Emerging Leaders – Jo Miller
- Political Savvy is not about being political – Robert Denker
- Yourofficecoach.com – Marie G. McIntyre, Ph.D.



QUESTIONS?



[HTTP://LULAC.ORG/FTIEVALUATION](http://LULAC.ORG/FTIEVALUATION)

