

# SORENSEN CONSULTING



## ORGANIZATIONAL SAVVY

This interactive training will prepare participants to positively influence with finesse while navigating the hidden dynamics of the organization.



"Research has shown that the most important factor in group excellence is the degree to which members are able to create a state of internal harmony. By understanding organizational savvy and the role of emotional intelligence we can help teams take full advantage of the talent of their members."

**Dr. Ben Sorensen**  
President & CEO

## OBJECTIVES

Research shows that organizational savvy is critical to career development but is rarely discussed as a learnable skill. This interactive session is designed to help participants assess their existing level of savvy and formulate a new way of thinking about learning and developing.

Participants will gain an improved understanding of the hidden dynamics within their organization and improve their ability to positively influence, with and without authority. We have designed this session to assist participants in achieving personal career advancement while simultaneously improving the organization they are affiliated with.

## OUTCOMES

During this session participants will complete a self-assessment of their level of strategic networking, self-promotion & influencing and organizational political savvy. This exercise of self-reflection will set the stage for our interactive session which delivers easy to implement tools and tips which will assist participants in improving their organizational savvy.

- Identify Organizational Politics & what is behind them.
- Cultivate self-awareness & adaptability to lead with integrity and support a feedback-rich culture.
- Acquire skills to build trust & empathy which will harmonize your relationships while increasing group success and productivity.
- Realize the benefits of savvy self-promotion without the backlash.

## ADDITIONAL BENEFITS

- Understand the need for creating a robust, highly adaptive network and identify where to start.
- Gain an improved understanding of the benefits of high emotional intelligence.