

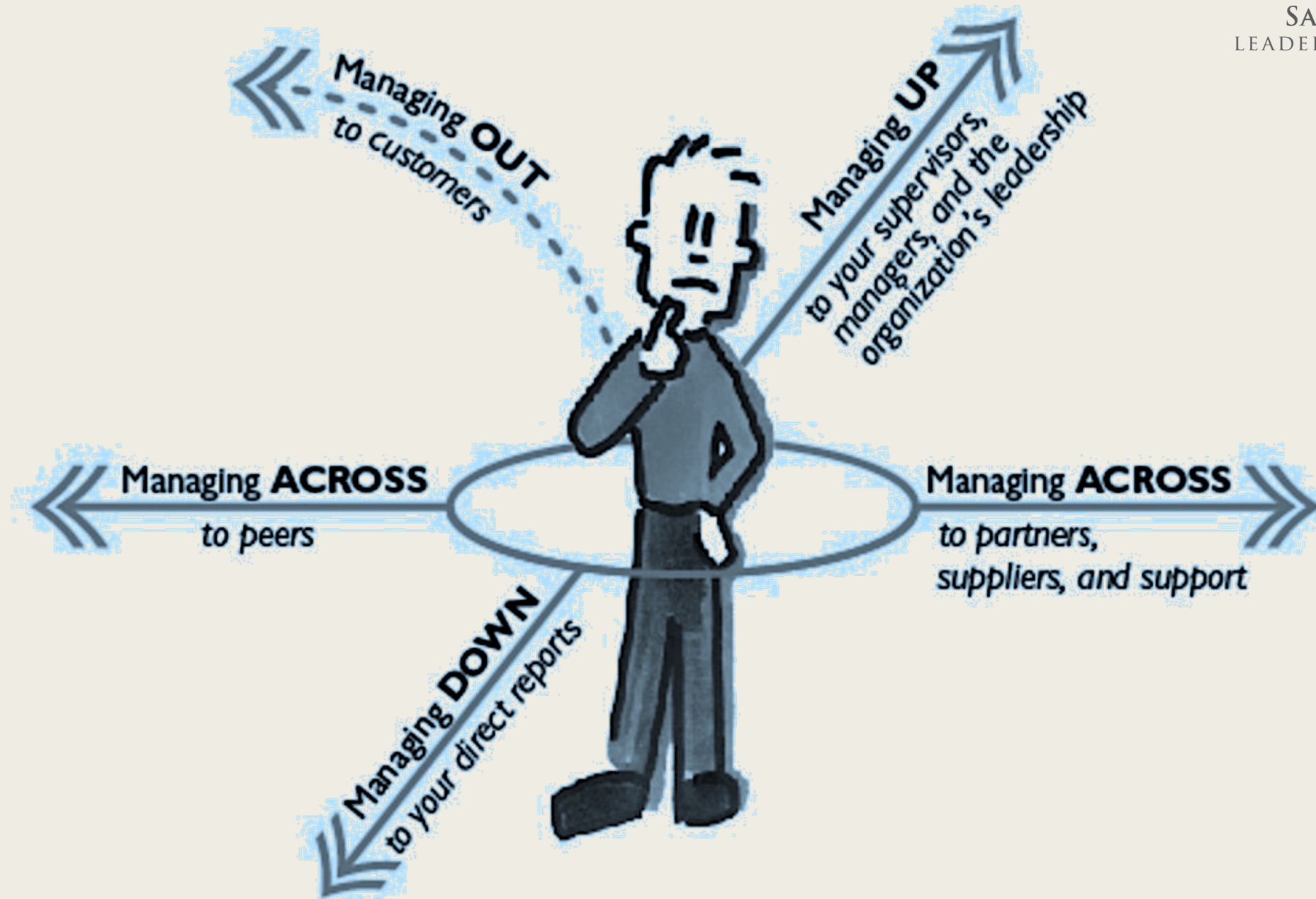


Friday November 18, 2022

Our MS TEAMS Meeting will start shortly ... 9:00 AM CENTRAL

MANAGING UP, DOWN & ACROSS:

BUILDING INFLUENCE AND RELATIONSHIPS



“You don’t have to like or admire your boss, nor do you have to hate him. You do have to manage him, however, so that he becomes your resource for achievement, accomplishment, and personal success.”

- Peter Drucker



THAT WAS A GOOD IDEA YOU
HAD. GLAD I THOUGHT OF IT.

When to Manage Up

- A brand new boss, someone you've never met before.
- A manager you don't see face-to-face because she works in another location
- An insecure boss (hint: it's important to know how to tame his ego)
- An all-knowing or indecisive boss
- A manager who gives you conflicting messages
- A long-winded boss
- A hands-off boss
- A manager who isn't as smart as you
- A boss that's actually a board of directors



BURGER



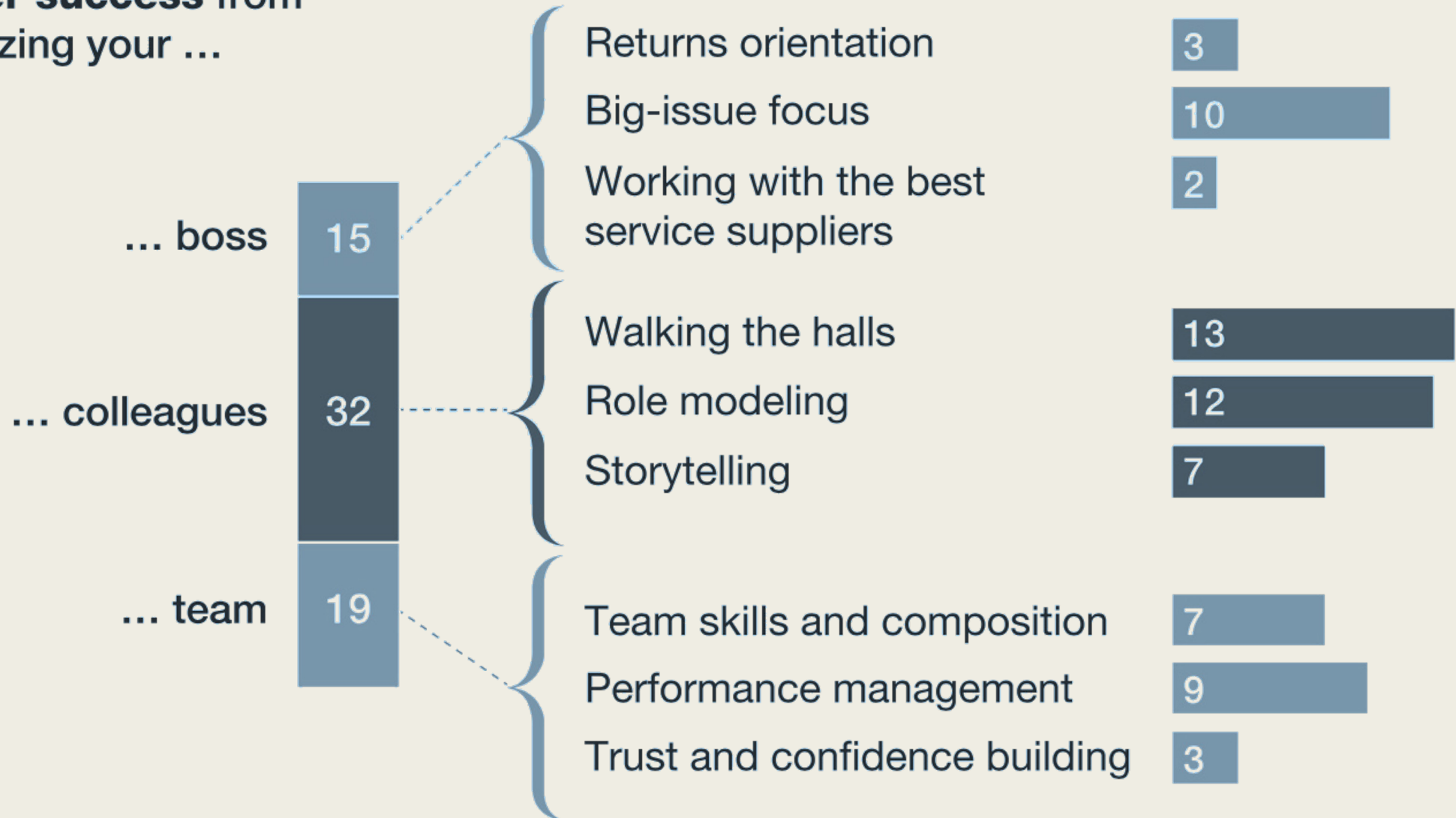


McKinsey
& Company

Business impact of mobilizing your ...



Career success from mobilizing your ...

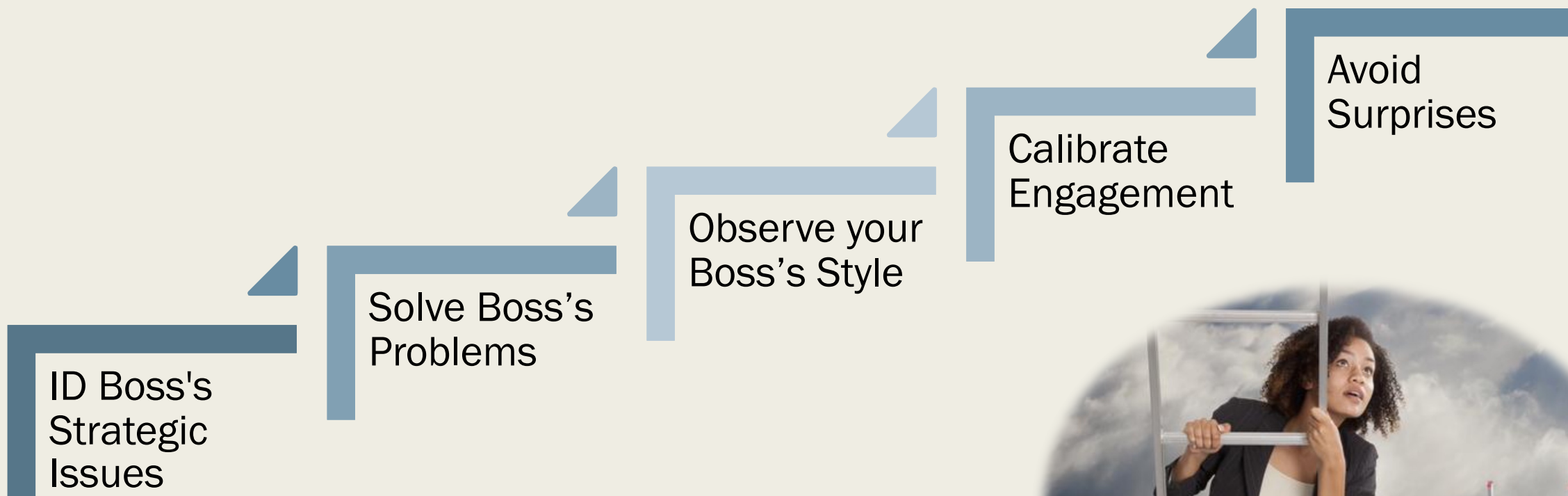


“Managing Up is not an event – it’s an ongoing process that, when done right, can be very rewarding. Treat it as an investment, not an overhead.”

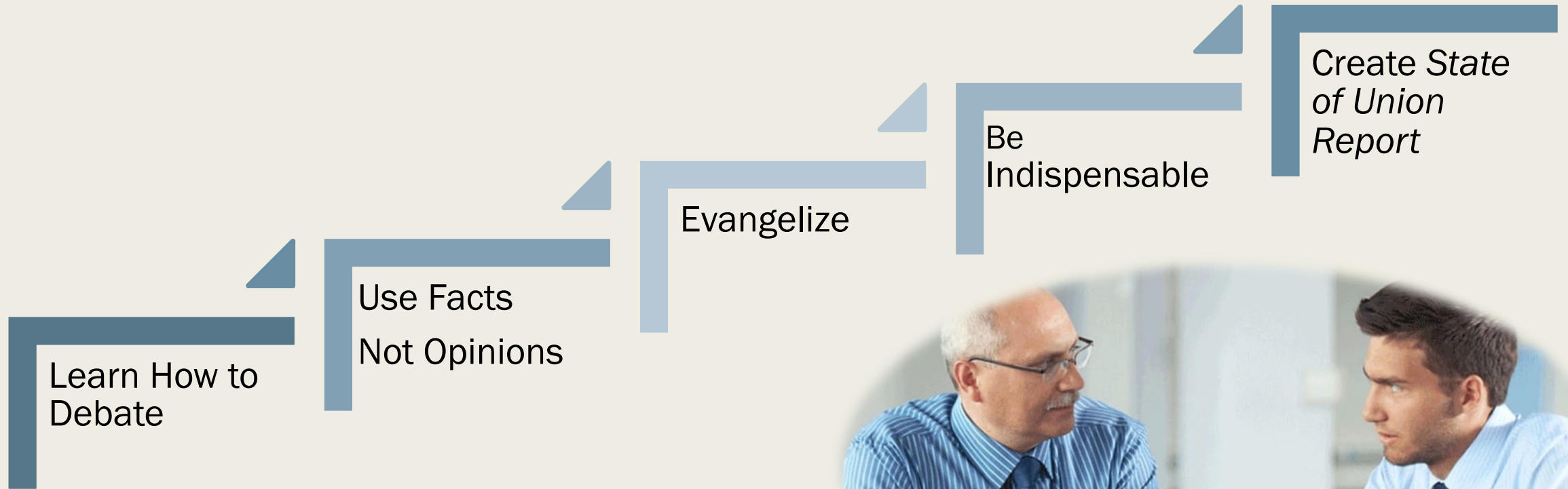
- Randhir Viera

VP Omada Health

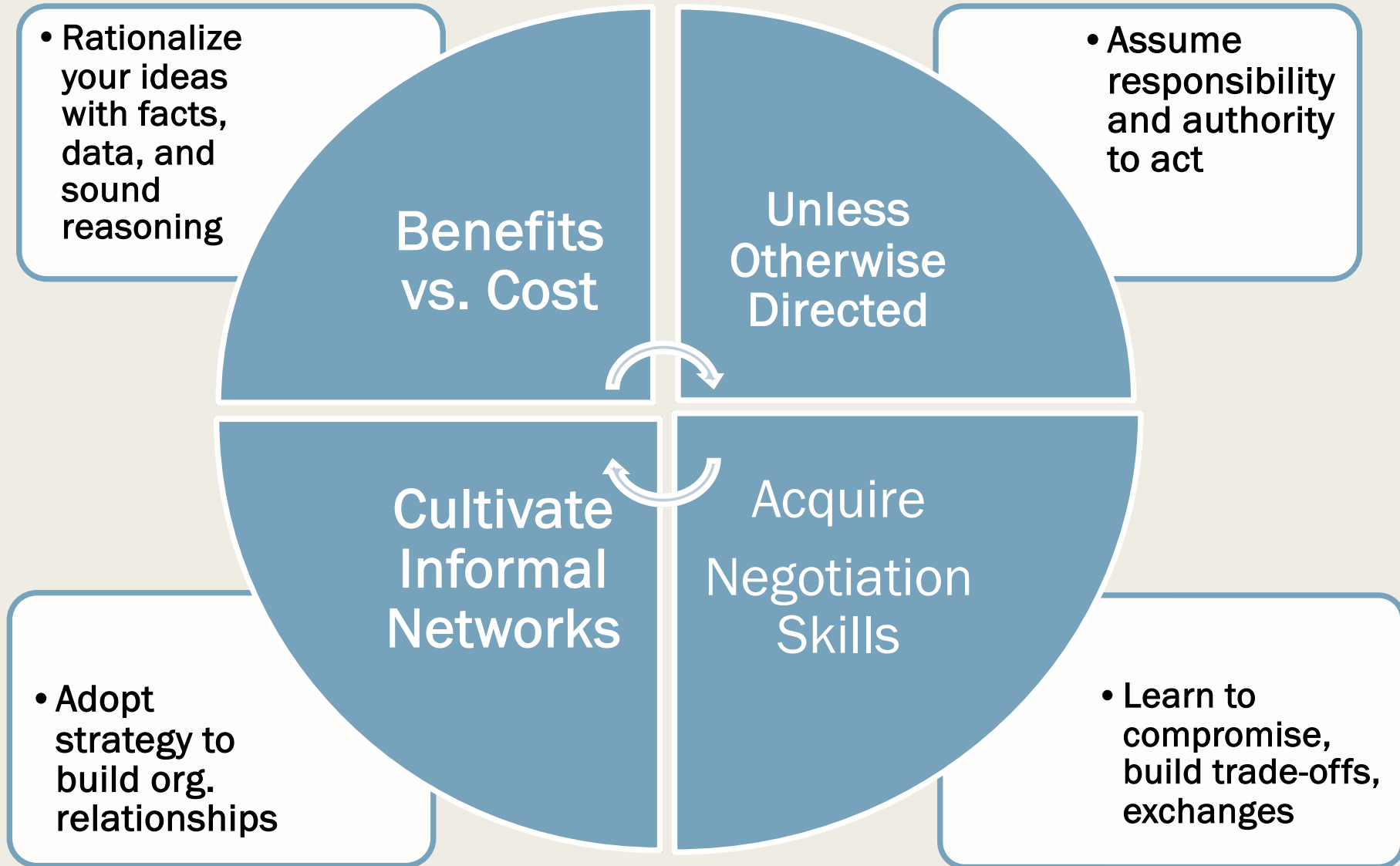
Successfully Managing Up *and Across*



Successfully Managing Up *and Across*



Creating Influence



Building Boss Relationships

Put yourself in your boss's shoes

Show value

Make your boss look good

Know when & how to communicate with boss

Ask for feedback

Get to know your boss personally

Offer to help

Keep your boss informed

Under-promise and over-deliver

Stay above office politics and gossip

Establish a line of open communication

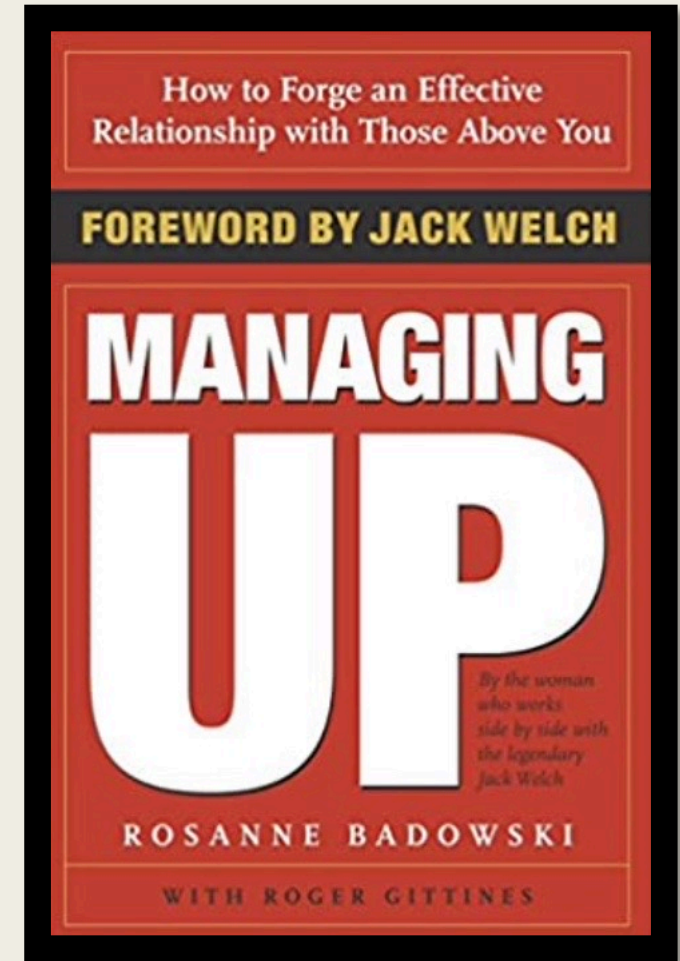
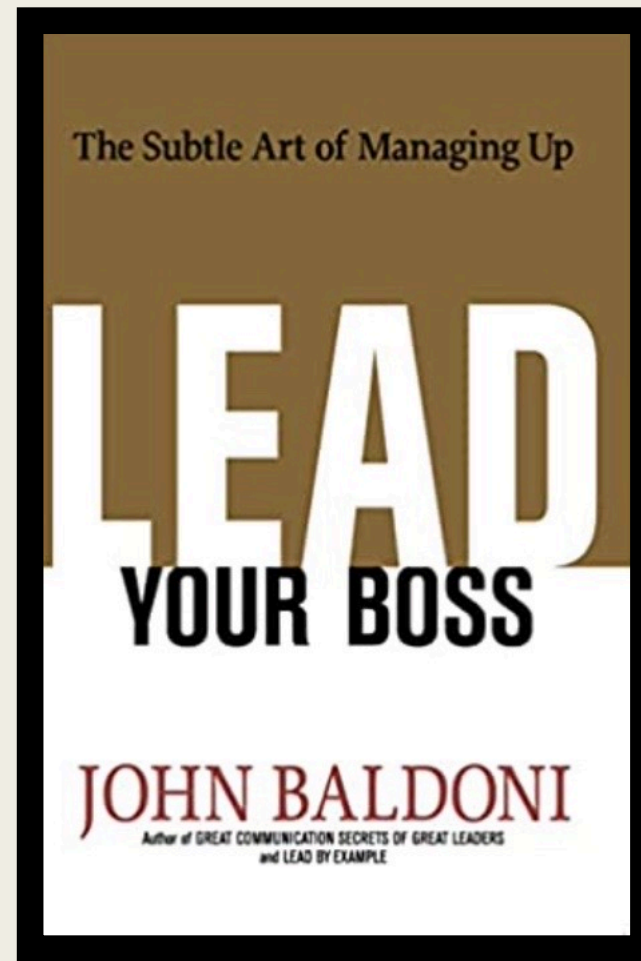
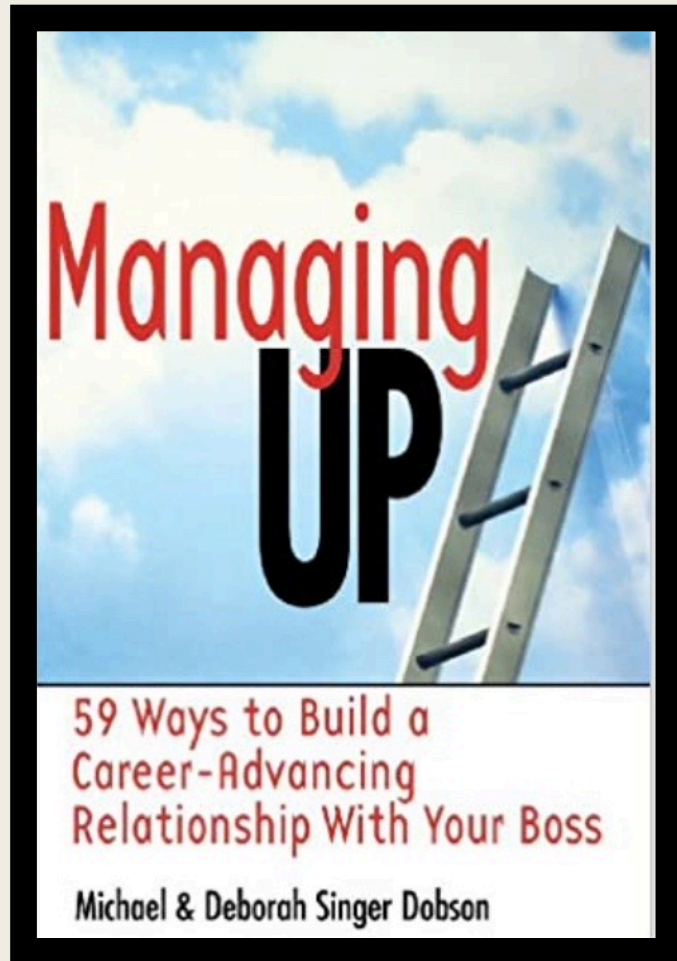


“At the end of the day, it's all about building trust within the relationship between you, your boss and your peers”



Building C-Suite Relationships

SOURCE: Trendwatching.com





Investing in your most important relationship...

“Faith is above all a personal, intimate encounter with Jesus, and to experience his closeness, his friendship, his love; only in this way does one learn to know him ever more, and to love and follow him ever more. May this happen to each one of us.”

- Pope Benedict XVI, 2009



