



# The Manager as Politician (The Manager As. . .)

*Jerry W. Gilley*

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Politics is a way of life in every organization. Like it or not, managers must develop political savvy in order to succeed as leaders; every interaction has political undertones that affect their performance in the workplace. As politicians, managers are called upon to bring together parties with different (and often competing) agendas, and to demonstrate the experience, capabilities, and qualities necessary to solve problems and make decisions in a timely fashion. As politicians, managers must be keenly aware of the human and organizational aspects of conflict—along with techniques to resolve it—while successfully balancing individual, group, and organization-wide goals and priorities.

*The Manager as Politician* examines the dynamics of organizational power plays and interpersonal communication, and shows managers how to step over landmines, overcome challenges, and develop the skills and instincts necessary for political survival. Jerry W. Gilley outlines the key roles and responsibilities of the political navigator, who is adept at identifying allies and foes, building trust, and delivering results. Featuring personal assessment and development tools and an extensive listing of related books, journals, organizations and web sites, *The Manager as Politician* is an essential resource for managers looking to establish effective relationships with employees, colleagues, and organizational leaders, while enhancing their authority and influence.

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