



Developing Political Savvy (J-B CCL (Center for Creative Leadership))

By William A. Gentry, Jean Brittain Leslie

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There are many things that politics is not. Politics is not good or bad; it's neutral and natural. Politics is not a zero-sum game; politically savvy individuals can use their influence in an effective, authentic manner so that all parties involved get something positive out of the experience. Politics is not about being false; instead, political savvy is about using your skills, behaviors, and qualities to be effective, and sincerity is vital. Use the ideas and exercises in this guidebook to become a more politically savvy leader, and build your capacity to lead effectively in your organization.

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