

**BROADCAST**  
**JULY 8, 2010**

**ONLINE VIEWING:** [www.sganetwork.org](http://www.sganetwork.org) anytime beginning July 8)  
**SATELLITE VIEWERS:** 9:30-10:30 AM CT / 10:30-11:30 AM ET

## ***Leading Through Influence & Politics***

### **FEATURING:**

**Dr. Ken Eastman**

Head of the Department of Management  
Associate Professor of Management  
Spears School of Business  
Oklahoma State University



### **TARGET AUDIENCE:**

All leaders, managers, & supervisors

### **PROGRAM OVERVIEW:**

Leading peers, employees, even bosses depends more on influence than on authority. To be effective, leaders need strong influence and political skills, as people tend to react negatively to orders. Unfortunately, most working individuals have a suspicious view of office politics. Due to this negative view, political activities have been blamed for most of the “bad” things that have happened to people at work. Effective leaders, however, need to have political savvy. Effective political tactics are effective influence techniques.

### **TOPICS TO BE DISCUSSED:**

- The relationship between leadership and influence
- The basics behind changing the attitudes of others
- Misperceptions surrounding office politics
- Seven techniques that will enhance your ability to influence the hearts and minds of others