



**Craig Harrison's
1-Day Course
Sat., April 23**



Using Positive Political Skills in the Workplace

(Course #6558-026; 805.8 BUSAD;
HRCI—PHR, SPHR & GPHR gen. recertification credit, 6.5 hrs.)

***Do you hate office politics?
All the manipulation, dirty tactics and closed doors?***

**Having an understanding of office politics is a critical element
in gaining resources, information and promotions.
*To be effective in any organization, political savvy is vital!***

In this lively and practical seminar, you will learn how to become "positively political." Through lecture, exercises, role-play, brainstorming, facilitated discussion and short videos, you will discover how to reframe office politics and learn to:

- Use different types of power
- Avoid being manipulated
- Work effectively with others, especially insecure people
- Build influence, visibility and recognition
- Understand the political give-and-take of any organization
- Learn When to stand out and fit in
- Turn adversaries into allies
- Recognize organizational norms
- Avoid losing integrity

Saturday

**April
23**

INSTRUCTOR CRAIG HARRISON, B.A. in Sociology from the UNIVERSITY OF CALIFORNIA, SANTA CRUZ, is a professional speaker, corporate trainer, author and consultant who builds credible and confident communicators and stellar sales and service organizations. His clients include the US ARMY, DEPT. OF ENERGY, COMPUSA, CITY OF SAN JOSE, SD FORUM, HP, KAISER, PFIZER, KPMG, DEMANDTEC, AT&T, HILTON HOTELS, BANK OF AMERICA, PROJECT MANAGEMENT INSTITUTE, AMERICAN SOCIETY FOR QUALITY, UNITED AIRLINES, HITACHI AMERICA, HEADSETS.COM and LLNL.

Harrison is a past president of the National Speakers Association — Northern California chapter, is the Dean of their Speakers Academy, and is the principal of EXPRESSIONS OF EXCELLENCE!™, a Bay Area training firm. Visit www.ExpressionsOfExcellence.com more information.

Attendee Investment: \$420. Enrollment is limited.

<http://bit.ly/PositivelyPolitical> to read about and register today for this UCSC-Extension course.

**April 23, 9:00am — 5:00pm, UCSC Extension of Silicon Valley,
2505 Augustine Dr., # 100, Santa Clara, CA 95054 (408) 861-3700**

