

It's Politics & It's Personal

Survival Tips From 20 Years On the Front Lines of Public Service

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What Business Are You In?

The Business of Government

**To Focus and Apply Power;
Changing Things in Support of the
Common Good**

For Political Power To Be Used Effectively It Must Be Fueled By Information

**Political power without accurate
information can make a heck of a
mess**

Where Does Information Come From?

- **Data**
- **Facts**
- **Well Reasoned Opinion**
- **Applied Feelings**
- **Faulty Extrapolations**
- **Rumors, Gossip, Lies and other assorted craziness**

Who Cares?

**The Ability to Deliver Information to Those
Who Need and Value it Will Secure
Organizational Significance and Influence**

Advice to Technologists

**It is Yours to Understand and Champion
the Importance of Information to
Government and the Communities It
Serves**

To Be A Champion You Must Act and Think Like a Champion

**Champions Know The Game and
Know The Rules**

#1 It's Politics – It's Personal

- **Its not just about performance**
- **Its not just about competence**
- **Its not just about management**
- **Its not particularly rational**

No “I” in “TEAM”

- Invited
- Included
- Important
- Influential

#2 Relationships Matter

- **You and your “Authorizing Environment”**
- **You and your CEO**
- **You and your peers**
 - Please.
Do me a (personal) favor.
 - Consider ...
That's all ... just "consider" ...



INITIATIVE

There's no time like the present
to start brown-nosing.

#3 Pay Attention

- **Watch and learn**
- **Get a scorecard**
- **Hidden agendas and hot buttons**
- **Crossfire (Duck!)**
- **What you don't know WILL hurt you**



VIGILANCE

A fancy way of saying "Watch your ass."

#4 Be Visible

- **Introduce yourself**
- **Crash the party**
- **Show Up – Keep Showing Up**
- **Be available**
- **Ask questions**
- **Silence can be golden**
- **Close the show**



COMPROMISE

LET'S AGREE TO RESPECT EACH OTHER'S VIEWS,
NO MATTER HOW WRONG YOURS MAY BE.

#5 Be Relentless

- **Politics is a long-term proposition**
- **Players change**
- **Look for “Ties That Bind”**
- **Love Life On A “Submarine”**
- **It ain’t over ‘til its over (and then sometimes it *still* ain’t over)**



DETERMINATION

**Keep spreading the rumor until
people start to believe it.**

#6 Know When To Shut Up

- **Don't tell them more than they need to know**
- **When you've lost, sit down and shut up (as quickly as possible)**
- **When you've won, sit down and shut up (as quickly as possible)**



PERSISTENCE

IT'S OVER, MAN. LET HER GO.

#7 Suck Up With Subtlety

- **Make it personal**
- **Remember the two things politicians do**
- **“Some animals are more equal than others”**
- **Share the credit, accept the blame**



FLATTERY

IF YOU WANT TO GET TO THE TOP, PREPARE TO KISS A LOT OF THE BOTTOM.

#8 Be Sneaky

- **Know your own agenda**
- **Avoid predictability**
- **Do “favors”**
- **Know when to lose**
- **Don’t fight until you’ve already won**
- **Stay at least one move ahead**



GOALS

IT'S BEST TO AVOID STANDING DIRECTLY BETWEEN A COMPETITIVE JERK AND HIS GOALS.

#9 Don't Care Too Much

- **Keep your perspective**
- **Understand Risks**
- **Be willing to do the tough jobs**
- **Take your own heat**



MISTAKES

IT COULD BE THAT THE PURPOSE OF YOUR LIFE IS
ONLY TO SERVE AS A WARNING TO OTHERS.

#10 Fish Of The Day (Carpe Diem!)

- **Be fast on your feet (and faster in your head)**
- **Be ready to be lucky**
- **YOU set the agenda**
- **Suppress your ego**
- **NEVER, EVER hide the bad stuff**



REGRET

IT HURTS TO ADMIT WHEN YOU MAKE MISTAKES-
BUT WHEN THEY'RE BIG ENOUGH, THE PAIN ONLY LASTS A SECOND.

Be A Leader

**Take Responsibility For The
Success Of The Whole**

Leadership

- **Authority Is Power, Given With The Expectation Of Service**

RONALD A. HEIFETZ

LEADERSHIP
WITHOUT
EASY
ANSWERS

Watch Your Language

- **No More “They” or “Them”**
- **“We” and “Our” Instead**
 - **With Subordinates, Peers, Superiors and External Communities**

What Seems To Be, Often Isn't

- **Recognize, Respect And Use The Overt And Covert Chain Of Command**

Know How Things Are Changed And By Whom

Government is Changed From the Outside

Engage People Who Can Make a Difference

- **Education**
- **Chamber of Commerce**
- **Commercial Partners**
- **Private Sector Industry Groups**
- **Lobbyists**

Never Let 'Em Wear You Down

- **Ask Until You Understand**
- **Persist Until You “Get It”**
- **If You Don’t Get It...**
 - **It Isn’t You,**
 - **It’s Them**

Let Confidence Ooze From Your Pours

- **Confidence is a Pheromone**
- **Arrogance and Fear Stink Like a High School Locker Room**

Be The “Designated Grown-Up”

- **Keep your:**
 - **Disappointment**
 - **Frustration**
 - **Uncertainty**
 - **Fear**
 - **“Pissed Off”**
 - **... To Yourself**

Economy May Be Slowing

- **Change is Accelerating**

Random Thoughts

- **Girth Often Substitutes For Talent In Jr. High Football And Government**

Random Thoughts

- **If You Are Going To Put A “HIT” On Someone, Make Sure You Kill Them Dead!**

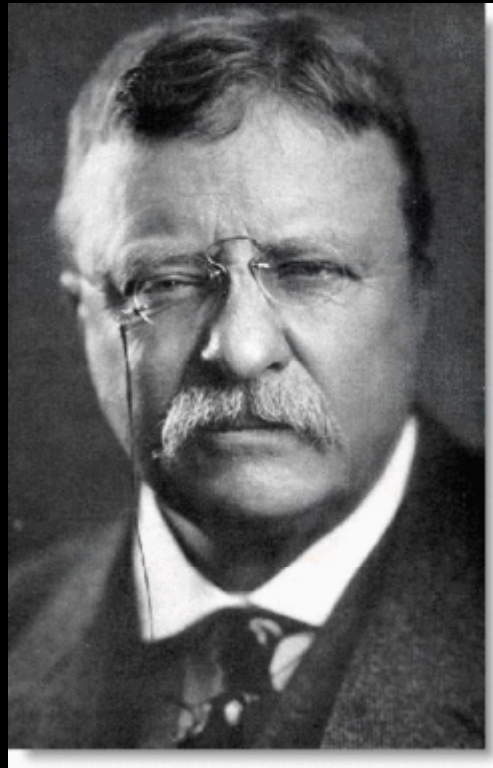
Random Thoughts

- **If They Have To Tell You What To Do,
What Do They Need You For?**

Random Thoughts

- **“The Road We Took Into Town Works Just As Well Going The Other Way”**

Think Heroically ...



In the Arena