



**asc**  
training and  
development

# Developing Political Nous in Local Government

## Duration

1 Day

## Format

Face to Face

*Changing times cry out for individuals who are technically expert, managerially competent, and politically savvy. Too many good ideas get chewed up by dysfunctional organisation politics. Too many managerial improvements wither and die on the political vine, and too many talented individuals give up their innovative “spark” after several encounters with political predators.*

Political Savvy; Joel R. DeLuca, Ph.D.

## Description

- Do you need to convince others in the Council about the merits of your project?
- Do you believe that a good idea sells itself?
- Are you intrigued at the rapid rise through the organisation of some colleagues?
- Are you sometimes frustrated by the ‘invisible road blocks’ that get in the way of your good ideas or reports?
- Do you resent managers who seem to take no action against ‘problem’ staff?
- Do you avoid office politics at all costs?

If you answered yes to any of these questions, spend a day with ASC Training & Development to explore the critical role Political Nous (or Savvy) plays in council life.

## Career Outcomes

In this course we distinguish between the *Machiavellian* behaviours of manipulative employees and the behaviours of *Ethical Influencers*.

Past participants have shared that they will:

- be more aware of political implications at work
- develop stronger strategic work relationships
- use tools supplied to evaluate the political terrain
- consider more broadly all stakeholders
- ask the right questions

## Format

This program is conducted over 1 day; 9am – 4.30pm

## Investment

\$396 (inc GST)

## Inclusions:

- continuous coffee, tea and morning tea are provided at sessions. There are many quality food vendors within 1-2 min walk for you to purchase your lunch, or you are welcome to bring your own lunch if you wish
- course learning materials

## Training Venue

ASC Training & Development  
Harmer House  
Level 2, 5 Leigh Street  
ADELAIDE SA 5000

## Your Facilitator

Tony Stone is the Managing Director of ASC Training & Development. Tony has over 25 years’ experience in leadership roles in government and private sector workplaces, and brings many personal stories to the conversation.

Guest speakers with experience in local government will also share their views on how political nous impacts at work.

## Course Content

- Defining organisational politics
- What is your political style?
- Manipulation versus influence
- A model of political skills types
- Political nous and organisational values
- Identifying the stakeholders
- Political agendas
- Power and forming alliances
- Bargaining and negotiating

**For more information, contact:**

**(08) 8410 2627**

**[www.asctraining.com.au](http://www.asctraining.com.au)**