

Rick Brandon, Ph.D.

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Background

Through 25 years of teaching influence, motivation and communication to tens of thousands in business, Dr. Rick Brandon became convinced that company leaders and learning professionals were neglecting a vital dimension of results and success, the strategic competency of *Organizational Savvy*. It's a vital and practical set of skills for handling that elephant in the room called Organizational Politics. As an intriguing and humorous worldwide speaker on this typically taboo topic, a *Wall Street Journal* best-selling author, and CEO of a globally recognized corporate training company, Dr. Brandon is the preeminent thought leader on this cutting edge workplace competency. In 2005, he was the most requested speaker for the prestigious Institute for Management Studies, presenting in 19 cities around the globe.

Topic Overview

Organizational politics need not be swept under the carpet, a dirty word, or a foggy and vague issue. Dr. Brandon's high-energy, humorous presentations address company politics in three innovative ways:

- *Openly* instead of whispering about it behind closed doors or whining at the water cooler,
- *Constructively* as ethical politics and strategic influence for good people to make a positive impact,
- *Objectively* so business leaders have a concrete map for systematically navigating power and politics.

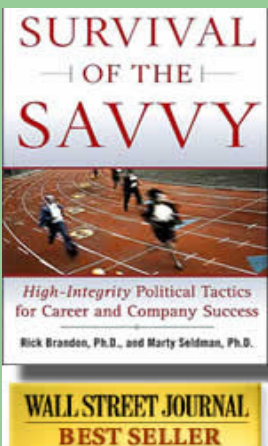
Rick's *Organizational Savvy* messages include (a) the **Political Wake-Up Call** and business rationale for entering the company politics arena, (b) an understanding of two primary **Political Styles** operating in companies, and (c) key **Organizational Savvy Skills**-- strategies for navigating politics with integrity. While individuals gain influence, impact, career growth and role credibility, the **Leadership Level Wake-Up Call** also reminds top executives to serve as stewards of their organizations' resources and reputations. *Organizational Savvy* helps them to protect against destructive politics, "players," and scandal.

Dr. Brandon's other speech topics are: *Organizational Savvy for Women: Shattering the Glass Ceiling*, *The Mind Set of Accountability*, and *Self-Talk: The Inner Game of Success*.

Partial Client List

ADP, Agilent, Apple Computer, Applera, American Express, Anheuser-Busch, Avon, Best Buy, BNSF Railway, Cadence Design Systems, Centocor (J&J), Chubb & Sons, CIT, Citigroup, Credit Suisse, Deutsche Bank, FedEx Kinkos, Fireman's Fund, Genentech, Hertz, Human Resources Planning Society, Inhale Therapeutics (Nektar), McKesson, Molecular Devices Corporation, Pfizer, Societe Generale, Society of Actuaries, Sprint, Sun Life Financial, Texas Instruments, The Conference Board, The Institute for Management Studies, Tyco Healthcare (Covidean), UBS, Wellpoint, Wells Fargo Bank, Young Presidents Organization and others.

Best Seller Book



After years of rave review presentations, Dr. Brandon was urged by clients to write *Survival of the Savvy: High-Integrity Political Tactics for Career and Company Success*, published by Simon & Schuster's Free Press. Written in the style of Rick's upbeat, fun and practical speeches, this straight-talking and inspiring book quickly became a *Wall Street Journal* bestseller. Dr. Robert Eichinger called it "the definitive book on Political Savvy" and industry leaders like Ken Blanchard, Harvey McKay, and many CEOs endorsed it. With positive reviews from radio, TV, internet, press and magazines, *Survival of the Savvy* won *Fast Company* magazine's Readers Choice Award and was awarded the book of the month for both *Forbes.com* CEO network and the Institute for Management Studies. It was distributed across China and India, and its concepts are taught globally, earning Rick national broadcast coverage.