Got Power?

One of the most popular MBA and EW MBA courses is now available for a limited time as a special Undergraduate Elective. Spring 2013.

UGBA 157: Power and Politics in Organizations

This course is designed to teach the art and science of power and influence. Power and influence are key mechanisms by which *things get done*. Individuals and groups with political skill are more successful (and even healthier and live longer) than those with less political skill. Therefore power and influence are key elements of effective leadership.

Leading change and executing strategy are greatly facilitated by being able to diagnose the political landscape. *We are also on the receiving end of other people's power and influence attempts.* Astute people know how to anticipate others’ moves and how to block or avoid them when they have undesirable consequences.

The course will provide you with a sense of “political intelligence.” After taking this course, you will be able to: (1) diagnose the distribution of power in organizations, (2) identify strategies for building sources of power, (3) develop techniques for influencing others, (4) understand the role of power in building cooperation and leading change, and (5) make sense of others’ attempts to influence you. These skills are essential for effective and satisfying career building.

Here is what the Wall Street Journal has to say:

Wall Street Journal Online:
http://online.wsj.com/article/SB10001424053111904060604576570574190457198.html?KEYWORDS=pfeffer

OCTOBER 24, 2011

Don’t Dismiss Office Politics - Teach It: Many promising executives derail sometime during their careers, often because they weren't very good at office politics. Not playing the political game is often seen as a good thing, even a badge of honor. Some managers see it as proof of their integrity. They are going to succeed because of job performance alone. They couldn't be more wrong...If you are going to make a difference, you need to have power...