

**Dr. Thomas Teichler**

Lead to Trust

Thomas is a Leadership Coach and Consultant for Lead to Trust. He worked for Roland Berger Strategy Consultants and holds a PhD from the European University Institute in Florence in social and political science. He led and managed numerous research and consulting projects.

**Xavier Garcia-Weibel**

Human Centric Leaders

Xavier is an innovation leadership coach. After graduating from University with a Master of Business Informatics and Networks, he worked for French and Swiss telecommunications companies and led their innovation efforts in Silicon Valley and Europe.

# Beyond Networking – How to Reach Your Professional Goals in Large Organizations

## Objective

Let's name the elephant in the room: Organizational politics are a reality of professional life, and many people use them to achieve their goals. Rising through the ranks in any organizations will require you as a young professional, to forge alliances with colleagues and align the interests of multiple stakeholders in a proactive manner. At the same time, you will need to become skilled at avoiding common traps laid by others who attempt to broaden their own influence.

The online workshop will sharpen your awareness, transform your way of relating to politics, and help you to start influencing organizational dynamics.

## Description

The workshop is aimed at late-stage doctoral candidates and postdocs who wish to support their careers by networking with a strategic mindset, no matter whether they intend to pursue a career in- or outside academia. They will learn about the value of strategic networking in organizations in and beyond academia.

In particular, they will

- understand people's deep agenda and motivators translated into observable behavior,
- discern leadership reactive tendencies driving political maneuvering inside large organizations,
- discover how trust is used as a model for alliances to be forged,
- learn to map stakeholders based on their influence and power and ways to enroll them into your vision and goals,
- develop the ability to interpret organizational charts and understand political forces in presence and what is happening beneath the surface, and
- acquaint yourself with common tactics, pitfalls and traps used by enterprise tacticians and countermeasures to be applied.

## Methodology

The methods used are inspired by the "Art of Hosting" and combine personal work, experiential learning exercises, dialogue, facilitated work in groups and co-creation. Participants will immediately apply theoretical inputs and critically discuss the outcome and impacts. During the workshop, we create a safe space and a personal relationship with participants – we care for our participants and their development.

## Conditions

The workshop requires participants to do about **2 hours of preparatory work**. They will receive further information approx. 2 weeks prior to the workshop.

**Please note that your presence is required throughout the entire workshop.**

## Organizational Information

Language / Format	English / Online
Target group	Advanced Doctoral Candidates and Postdocs from all faculties
Date	Tuesday-Wednesday, 13-14 December 2022, 9:00 – 17:00
Registration	<a href="#">For registration click here</a>

