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Politics of Promotion Career Strategies for Librarians

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Defining "Politics"

The study of power

The use of one's power within an organization for the purpose of obtaining advantages beyond one's legitimate authority



Defining "Politics"

How power gets worked out on a practical, day-to-day basis

The art and science of getting things done



What to do with politics

- Don't get personal
- Focus on your circle of influence
- Know your goals
- Communicate



Being Effective

- 1 Work hard and keep a well documented file
- 2 Recognize the games as they unfold
- 3 Abandon the obsession with fairness
- 4 Know the rules
- 5 Manage your reputation



"You can't build a reputation on what you are going to do." Henry
Ford



Reputation Management

- Identify influencers; Build good relationships
- Be consistent
- Be positive & polite
- Self-promote
- Be a leader

