

**AMHEC DIALOGUE DAY 2016**

**Wednesday 12<sup>th</sup> October 2016**

**Woburn House, London, WC1H 9HQ**



Association of Managers in Higher Education

## **Leveraging Organisational Politics, Self-belief and Confidence**

**Sonia Bate**  
**Managing Director, Edit Development**



Facilitated by Sonia Bate, Managing Director of Edit Development, this developmental workshop will focus on two key aspects of leadership; how to leverage organisational politics and practical ways to build personal resilience, self-belief and confidence.

In session one, Sonia will work through tools and techniques that will help you identify your preferred communication style and how you can flex to others' styles and leverage your influencing skills. We'll also explore various factors of being seen and heard within your team and organisation to enable you to gain buy-in to your ideas and work success, through knowing your strengths and understanding the impact of your personal style. The core objectives of this session are to help you:

- Gain a deeper understanding of the political landscape in your organisation and understanding the power of your relationships within that landscape
- Explore the unwritten rules for career success
- Discover ways of positive political play and making politics work for you
- Develop a personal strategy to manage the organisational politics and help you drive authentic career success, particularly through building sponsorship inside and outside your organisation

In session two, Sonia will explore the various elements that influence our self-belief and confidence and will offer you practical ways to build personal resilience, helping you stay focused on your individual value and worth. The core objectives for this session:

- Discover the power of personal resilience and agility whilst exploring the various elements of agility to enable individuals, teams and organisation to maintain optimal performance
- Discover techniques and tools to build self-belief and maximise your potential to overcome your personal mental glass ceiling
- Gain a deeper understanding of the impact perceived confidence has on your performance and career success
- Build self-awareness around emotional intelligence, understanding how you manage your emotions, where they play out as a value add and where they can derail you
- Develop a plan to manage your personal derailers (triggers) for being the best version of you at work

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### **Programme**

<b>9.30 am</b>	<b>Registration &amp; Arrival</b>
<b>10.00 am</b>	<b>Welcome from Emma Wilkins, AMHEC Chair</b>
<b>10.15 am</b>	<b>Session 1: Navigating Matrix Management</b>
<b>11.30 am</b>	<b>Break</b>
<b>11.45 am</b>	<b>Continuation of Session 1</b>
<b>12.45 pm</b>	<b>Lunch</b>
<b>1.30 pm</b>	<b>Session 2: Self-belief and Confidence</b>
<b>2.45 pm</b>	<b>Break</b>
<b>3.00 pm</b>	<b>Continuation of Session 2</b>
<b>4.00 pm</b>	<b>Close</b>