



Managing Your Boss by Leading Up

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Purpose of *Leading Up???*

To help the organization
succeed
of course!



LEADING UP:

The *art*
of Managing
Your Boss



Is it.....

- Manipulation???
- Cozying up???
- Brown-nosing???
- Apple polishing???



NO!!!!!!!

It is about the following:

- Better performance
- Improve working life
- Job satisfaction



LEADING UP:

It is **YOUR**
responsibility!!!



REWARDS???

- More work gets done- and faster!
- More recognition
- Better chance at success
- Happiness!!!



So.....

How do we do it?



#1

**Understand
your
leaders**



**To
Influence
Upward...**

**Understand what is
important to them**



STRENGTHS

WEAKNESSES

DIFFERENCES



#2

The Importance of this Relationship



**It just makes
sense, doesn't
it?**

- Time
- Stress
- #1 Factor



#3

Build Trust



How?

- Lighten their load
- Loyal Advisor
- The Team
- Request feedback



DELIVER!

Make it Comfortable



#4

SOLUTIONS



How?

- Anticipate
- Dread
- Use Positive Words



Show Your Value

- The facts
- Promise & Deliver
- Educate



#5

Looking Good



Whatever it Takes

- Wild Success
- Affirmative Calling
- Positive Effect



#6

**Communicate
Effectively**



Communicate the Boss's Way

- When/How (manage her/his time)
- Frequent & Open
- Ask



How?

- Prepare the ground
- Spade it well
- Water it



Final Thoughts

Celebrate



The Liege Lord & The Coach

