

Managing Up:

“With great power comes great responsibility”

(Spiderman)



Lauren Marsh & Lyndal McCulloch



“Managing Up” defined:

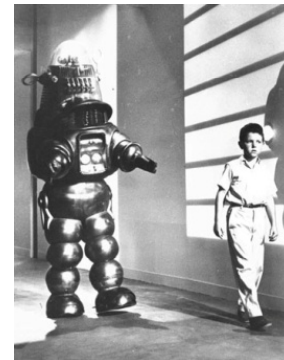
- Working consciously with your Manager to obtain the best possible outcome for you, your Manager and your organisation.



4 areas for closer investigation...

1. Working on better communication
2. Accepting Responsibility/taking the credit
3. Giving advanced warning of problems

4. Preparing Meetings

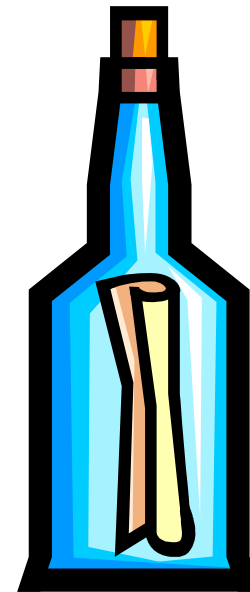


Robbie the Robot

Warning! Warning!

Communication

- Concise
- Clear
- Assertive
- Listening
- Non-Verbal
- Communication in a hierarchy



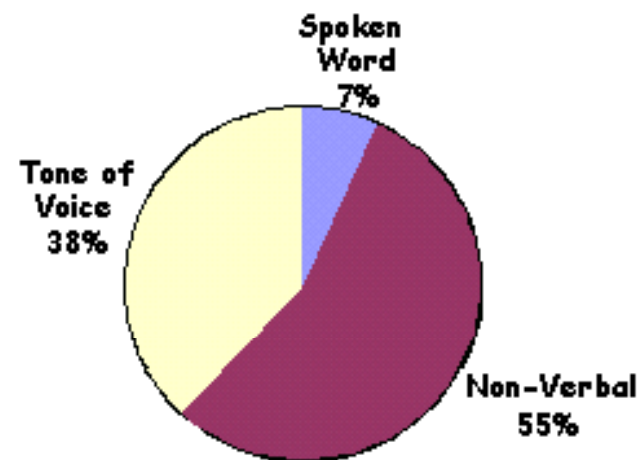


- What does “BC” = ?



Non verbal communication

NON VERBAL COMMUNICATION





University of
Western Sydney
Bringing knowledge to life

Communication in a hierarchy



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Accepting Responsibility



8

smart
challenging
aspirational
welcoming

Taking the credit



Give Advanced Warning of Problems

Godzilla



DBMP – BMS

(Don't bring me problems – bring me solutions!)

- What has been my previous performance in giving early warning about threats/problems?
- How can I do a better job in identifying problems in their baby monster stage? (and developing a range of solutions).

Meetings

Are you Lonely?

Do you **HATE** making decisions?

Are you **TIRED** of working alone?

HOLD A MEETING!

You can:

- Meet new people
- Draw things on butcher's paper
 - Feel important
 - Eat lots of biscuits

All on company time!

Good afternoon, my name is Julia Gillard and
I'm here to talk to you about global warming.



The Executive Projects Team



Lauren at work



Chancellor's Excellence Awards

Chancellor's Professional Development Scholarships

Staff Postgraduate Study Scholarships

Staff Recognition Awards



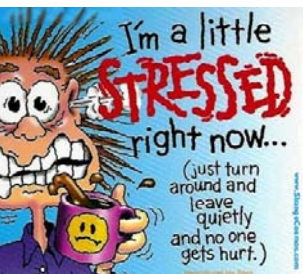


Working on better communication

“Nothing is so simple that it cannot be misunderstood”

Freeman Teague Jr.

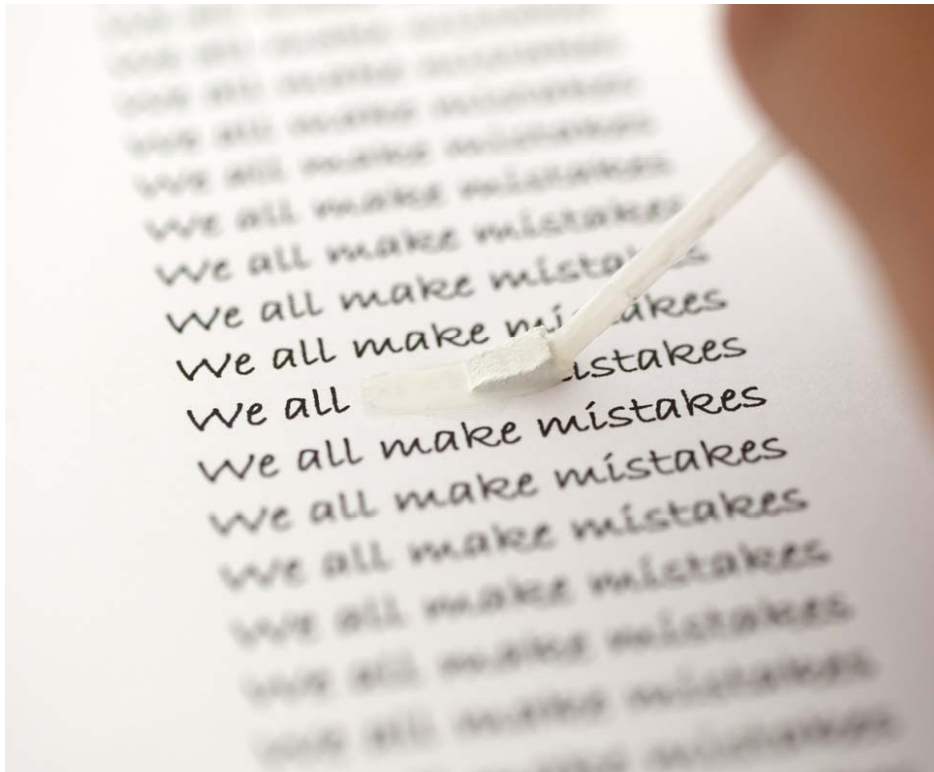
Help Ease Your Manager's Load



Guarding from unnecessary interruptions
or problems



essing Up



I'm bacckkk 



Outcomes:



Good outcome



© CModica 2007

Bad outcome



Getting together (meetings)

in the office

(Lauren standing)



or over coffee



25has0134rf [RF] © www.visualphotos.com

Prepare for your meetings



Prepare agenda well in advance

Be well organised

Anticipate questions

Ensure you have documents ready and strategies in place

n summary



Your first job in any job is developing a productive relationship with the boss.

You are there to add value to your organisation. Do so and people will listen to you.

Understand your boss's personality type and communication style.

Learn which tasks to take on, which to delegate and which to negotiate.

Don't compete with your boss – you will lose.

To work effectively with your boss, accept his or her humanity. A person's foibles can be magnified by an elevated job title!

Learn to be a top notch negotiator.

The boss and me



Any questions?