

MANAGING INTERNAL STAKEHOLDERS AND POLITICS



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SCENARIO 1

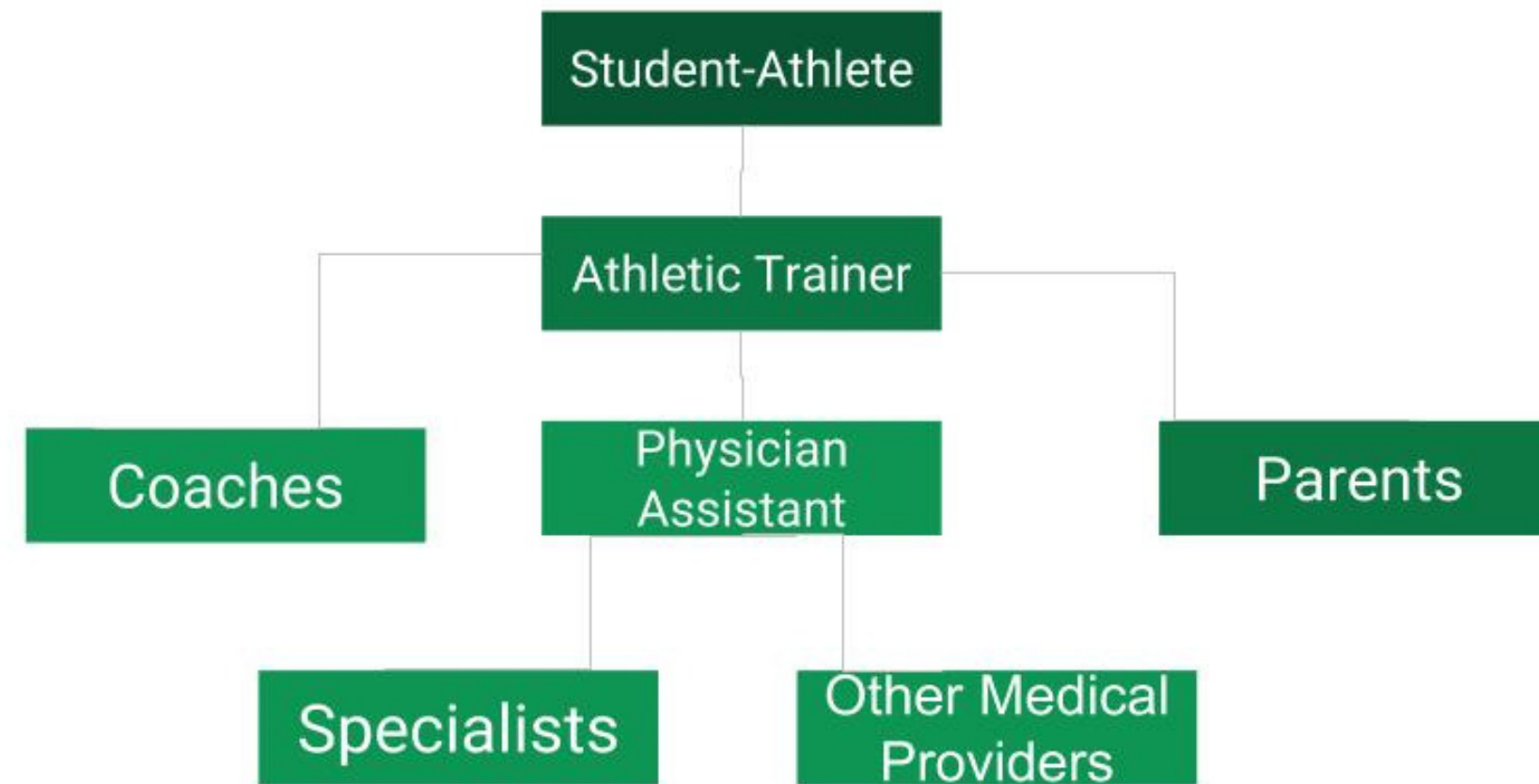
You are an Athletic Trainer (AT) at a high school. You are at a typical Wednesday afternoon basketball practice when you hear one of the players scream. This athlete is one of the team's **KEY** players. You take action and provide the best, on the scene, care you possibly can. You get the player off the court and into the training room where you can further assess the injury. You determine that the player cannot play this week. They need to see a doctor and be cleared to play before next week's **BIG** game against the rival school. The doctor that you typically call for in situations like these has told you that he is fully booked for the following week. The athlete, coach, and parents are disappointed and let down because you are unable to find a doctor for the athlete to see.

DISCUSSION QUESTION

How could you as the AT use strategic networking to find a solution that will keep the stakeholders happy while also meeting your objective?



LEADERSHIP PRACTICES



★ Mingle strategically and build strong networks and relationships

- Map your network
- Be politically savvy in your approach
- Build relationships with others over time



SCENARIO 2

You are a program manager for a small non-profit. One of your tasks is to organize a large overnight conference for the program participants that takes place each year. This year, the event has been expanded to include a fundraiser for your organization which extends the conference by one day. You will have to work with your program team, other organization departments, and external organizations to ensure a good event.

DISCUSSION QUESTION

What two leadership practices will you prioritize to help your team and organization navigate through this change?



LEADERSHIP PRACTICES

★ Create a Healthy Organizational Culture through Internal Motivation

- Reflection Huddle
- Check in on Staff Motivation
- Show Appreciation

★ Model Up

- Be sure your supervisor is informed of everything going on

★ Read the Situation

- Understand the organizational politics

