

IT'S OKAY TO MANAGE YOUR BOSS: LEARN THE PROVEN BEST PRACTICES OF THE MOST SUCCESSFUL HIGH PERFORMING EMPLOYEES



You rely on your manager more than anyone else to meet your needs at work - to provide guidance, direction, support, resources, and coaching. RainmakerThinking's research shows that sufficient management support is critical for employees who want to consistently produce high-quality work, feel good about what they do, and earn credit for their results.

The working relationship employees have with their immediate managers is the number one factor determining success or failure.

The problem is that too many managers are undermanaging their direct reports: So many managers are so busy - or otherwise unwilling or unable to provide strong leadership - that most employees simply do not get what they need from their managers. But employees can do a lot to help themselves.



Bruce Tulgan helps employees learn the critical skill of managing their bosses - **"managing up"** as it is often called - by highlighting what is within their power to influence so they can succeed at work despite the growing problem of undermanagement.

PARTICIPANTS WILL LEARN:



- Build relationships of trust and confidence with their managers
- Seek appropriate guidance, direction and support from their managers
- Take on new tasks, responsibilities and projects
- Stay focused at work and moving in the right direction
- Increase their individual work productivity and quality
- Keep track of their own performance and report regularly to their managers
- Reduce waste, inefficiency, errors, down-time, and conflict with other employees
- Learn, grow, and go the extra mile in their jobs

TECHNIQUES AND BEST PRACTICES FOR:



- Effective self-management
- Establishing regular, structured, one-on-one communication with your manager
- Customizing your approach to every person who manages you
- Getting the information you need to understand exactly what is expected of you, every step of the way
- Assessing and planning for the resources you need
- Earning more rewards by working smarter, faster, and better