Thank you for joining:

Managing Up: 
The secret to exceeding expectations, navigating transitions, and steering your career

The webinar will begin shortly.

If you are experiencing technical difficulties with Adobe Connect, please call 1-800-422-3623.
Managing Up:
*The secret to exceeding expectations, navigating transitions, and steering your career*

*Presented by:*
Sara Melita, Assistant Vice President
Staff Learning and Development
The George Washington University
September 7, 2011
12 pm – 1pm EDT
Looking Back...
What is your situation?

- Good/Effective
- Bad/Ineffective
Managing Up – 3 Key Questions

1. Why do it?
2. What is it?
3. How do you do it?
It is your choice...
WHY DO IT?
Reason #1: CONTROL
Reason #2: YOUR CAREER
Reality Check:

- **You need your boss** – support, decisions, etc.
- **Your boss needs you** – accountability, productivity, etc.
Managing Up – 3 Key Questions

1. Why do it?

2. What is it?

3. How do you do it?
Managing Up
So, what’s the first secret?

It’s really about managing people and your relationships:

• Boss
• Spouse
• Other Senior Leaders
WARNING

Winner

BROWN NOSE AWARD

THE GEORGE WASHINGTON UNIVERSITY
WASHINGTON DC
WHAT IS IT?
Managing UP
Managing Up – 3 Key Questions

1. Why do it?

2. What is it?

3. How do you do it?
Well worth the $9.95...
## Understanding your boss

*Your Action Plan... think about your “boss”*

<table>
<thead>
<tr>
<th>Questions</th>
<th>Thoughts</th>
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<td>What are your manager’s goals and priorities?</td>
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<td>Which of your skills and talents can you offer up?</td>
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<td>What is her style and how can you adapt to it?</td>
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<td>What can you do to better anticipate needs and issues?</td>
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HOW DO YOU DO IT?
Handling a challenging boss...
Your strategy depends on “why” your boss is challenging
Managing Up
Ready for another secret?

Who’s Got the Monkey

This article was originally published in the November–December 1974 issue of HBR and has been one of the publication’s two best-selling reprints ever.
Take the Monkey

Ask, “What can I do” or even better, offer specific ways you can help!