



# The Political Quotient [PQ]

**Navigating the Corporate Ladder**  
**(People, Power, Politics)**



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## Strategic Thrust

Political Quotient, or PQ, is your ability to understand and influence the power structures, social networks, and informal processes within your organization. It's about knowing who holds the power, how decisions are made, and how to align yourself strategically to achieve your goals.

Research shows that high PQ individuals are not just more successful, but they are also better at fostering collaboration and driving innovation. According to a study by the Center for Creative Leadership, executives with high political skills were 27% more likely to be seen as effective leaders and 22% more likely to be promoted than their peers ([O'Reilly Media](#)).



## Course Overview

In today's competitive corporate environment, mastering the dynamics of People, Power, and Politics is essential for career success. While intelligence (IQ) and emotional intelligence (EQ) are important, the true differentiator is Political Quotient (PQ)—the ability to understand, navigate, and leverage these dynamics to achieve your professional goals.

"The PQ: Navigating the Corporate Ladder" is a comprehensive, virtual webinar that delves into the art and science of PQ. This course will equip you with the skills and strategies to master the interplay of People, Power, and Politics within your organization, positioning you as a leader who can drive meaningful change and achieve sustained success.



## Course Objectives

- Develop a deep understanding of Political Quotient (PQ) and its role in navigating the dynamics of People, Power, and Politics.
- Learn to identify and influence the power structures and key relationships within your organization.
- Acquire practical skills for managing conflicts, building alliances, and leveraging informal networks.
- Integrate IQ, EQ, and PQ to become a well-rounded leader who can thrive in complex corporate environments.
- Create and implement a personalized plan for continuous improvement in political intelligence, ensuring long-term career success.





Learn How to Play  
**THE GAME**  
&  
**WIN!!!**

Master the Art of Influence

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## Course Benefits

### Master the Dynamics of People, Power, and Politics:

Understand and influence the key elements that drive organizational success.

**Enhanced Leadership Skills:** Utilize political intelligence to lead more effectively and make a lasting impact.

**Strategic Relationship Building:** Build and manage crucial relationships that align with your career goals.

**Conflict Resolution:** Navigate workplace conflicts with political acumen, turning challenges into opportunities.

**Career Advancement:** Leverage PQ to strategically position yourself for promotions and greater responsibilities.

**Holistic Development:** Develop a well-rounded professional skill set by integrating IQ, EQ, and PQ.



## Course Modules

### ✓ **Module 1: Understanding Political Quotient (PQ)**

- Understanding the significance of People, Power, and Politics in the corporate landscape.
- The role of PQ in navigating and leveraging these dynamics for career success.

### ✓ **Module 2: IQ, EQ, and PQ – The Triad of Success**

- Exploring the contributions of IQ to cognitive abilities and technical expertise.
- Examining EQ's role in managing emotions and interpersonal relationships.
- Integrating PQ to master the dynamics of People, Power, and Politics within your organization.



## Course Modules

### ✓ **Module 3: Building Political Intelligence**

- Identifying and mapping power structures within your organization.
- Strategies for building and leveraging networks centered around **People, Power, and Politics**.
- Developing political awareness and acumen for effective leadership.

### ✓ **Module 4: Practical Applications of PQ**

- Analyzing real-world examples of successful political navigation.
- Techniques for influencing and persuading others by understanding the dynamics of People, Power, and Politics.
- Managing and resolving conflicts with political intelligence.





## Course Modules

### ✓ **Module 5: Advanced PQ Strategies: Orchestrating Power Dynamics**

- Mastering the Art of Influence
- Shaping Organizational Culture with political intelligence.
- Using PQ for strategic decision-making, focusing on the dynamics of **People, Power, and Politics**.
- Creating a positive political environment that encourages collaboration and innovation.

### ✓ **Module 6: Personal Development**

- Self-assessment tools for measuring and improving your PQ, with a focus on **People, Power, and Politics**.
- Crafting a personalized development plan to enhance your political intelligence and career trajectory.



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