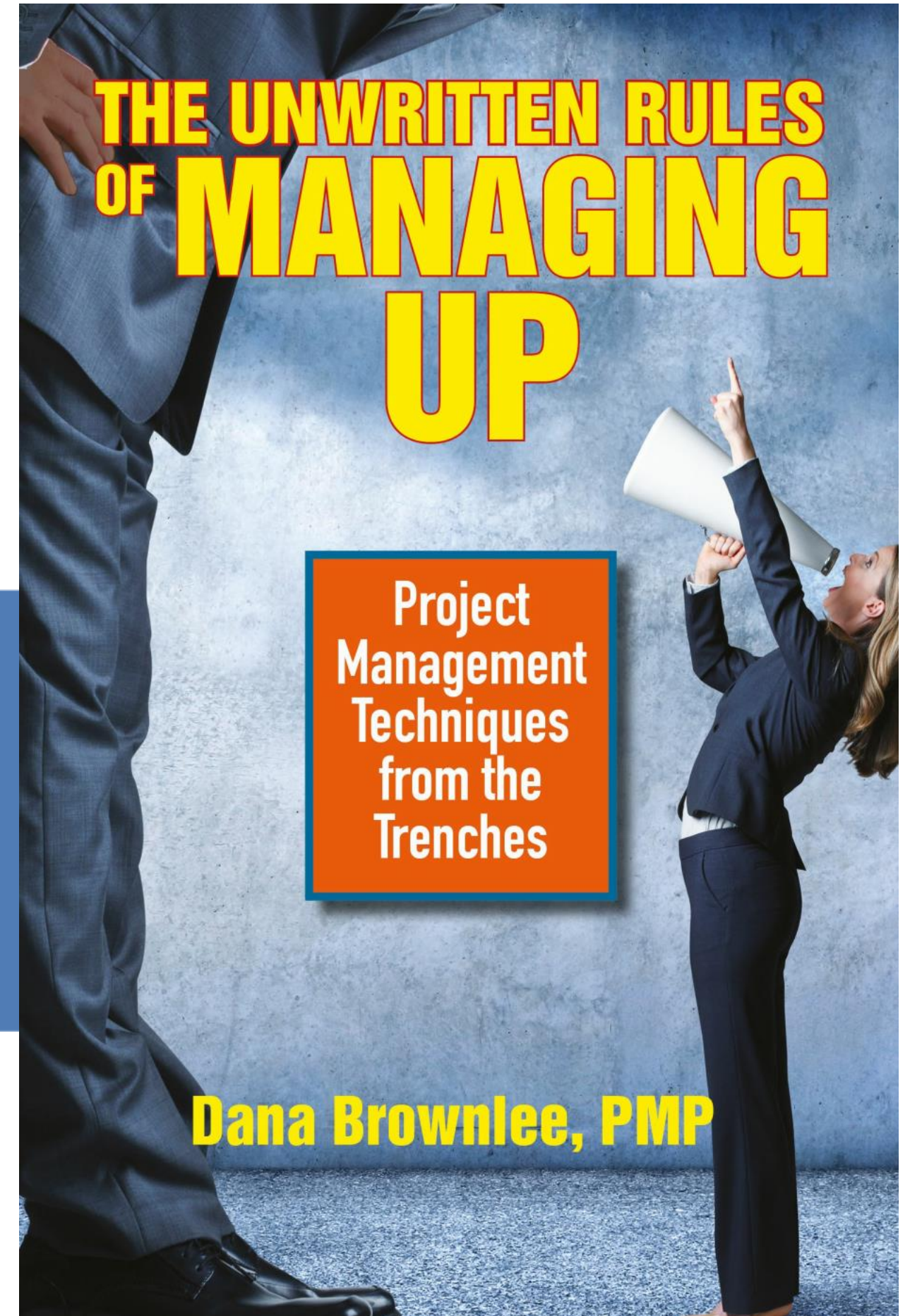


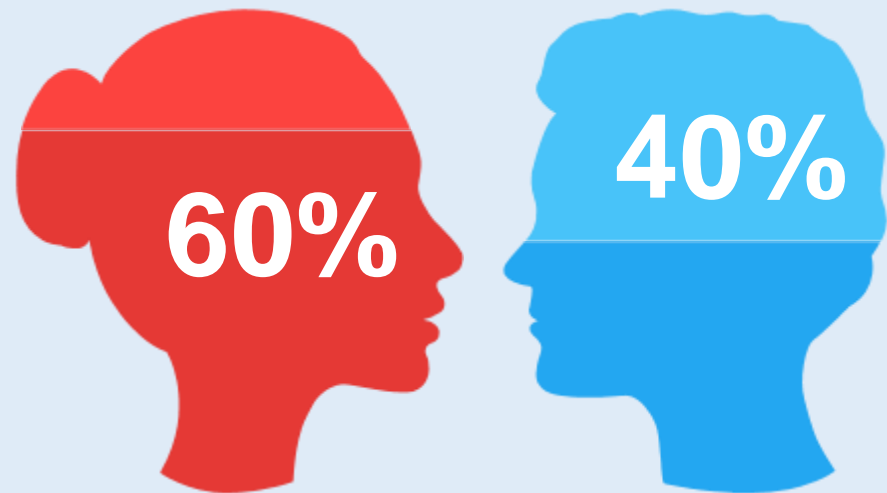


# The Unwritten Rules of Managing Up Research Study Report

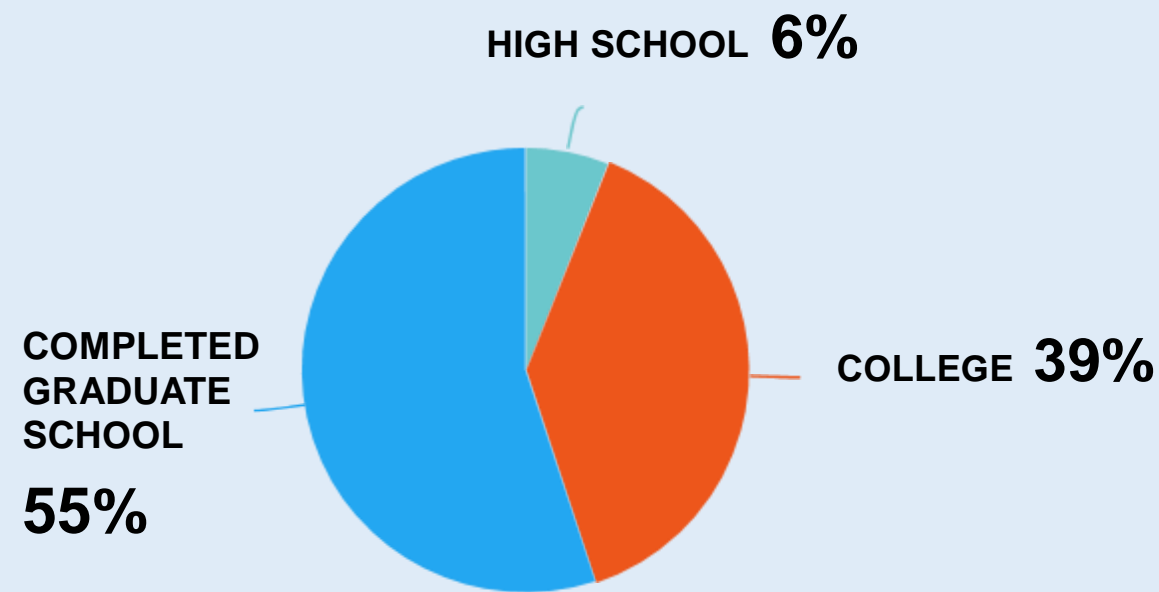


# Here's a snapshot of who took the survey...

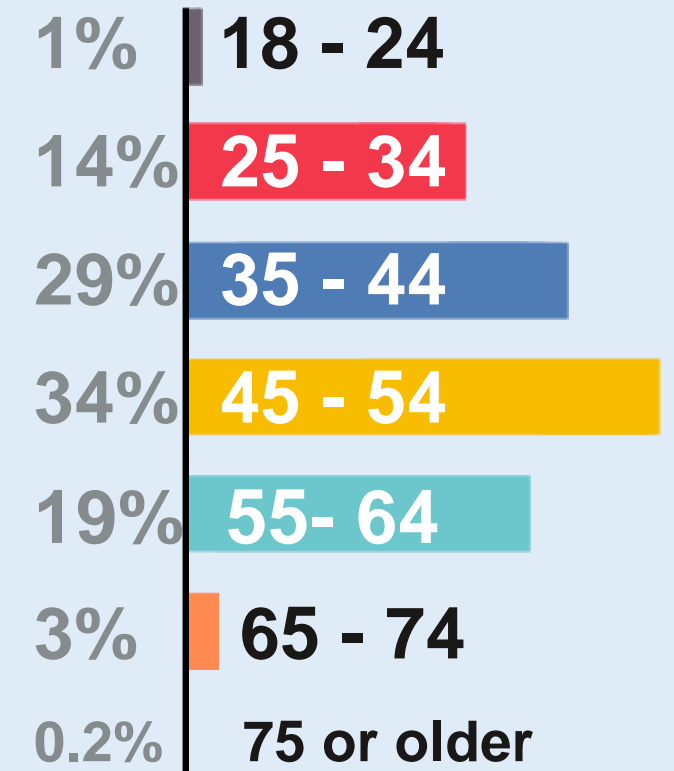
## GENDER



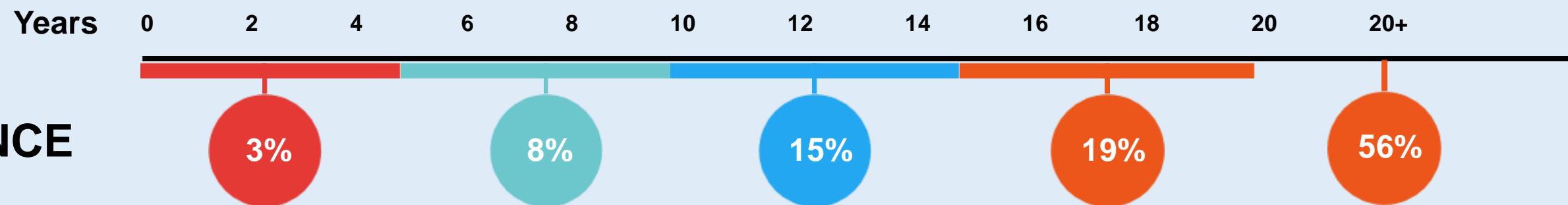
## EDUCATION



## AGE



## WORK EXPERIENCE



Data collected March 2018

# How often have you experienced "difficult" bosses or senior leaders over the course of your work history?



2.7% 33.5% 52% 12% 0.2%

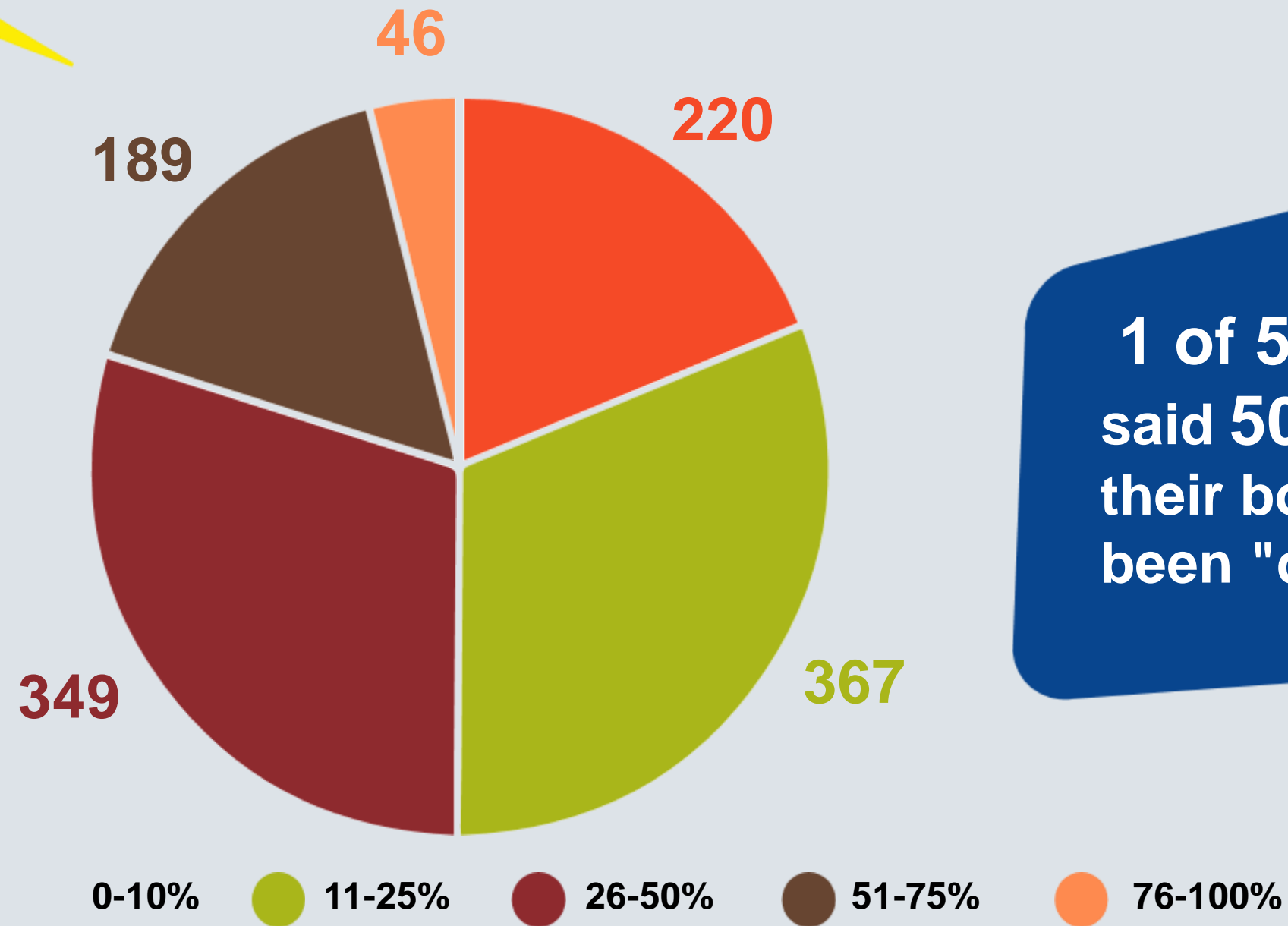


**Only 2 of 1172** respondents said they'd never encountered a difficult boss/senior leader!



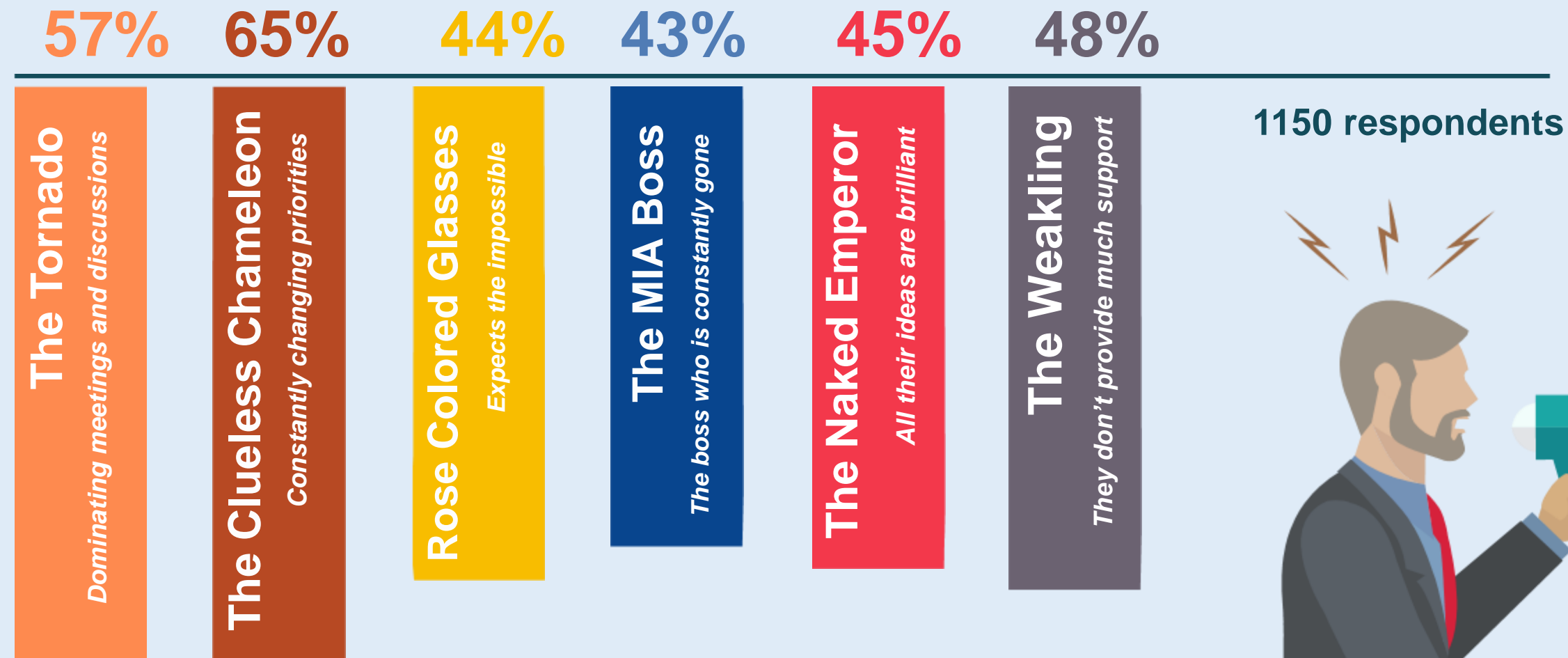
# Over the course of your work life, what percentage of your bosses would you characterize as "difficult"?

1171 respondents



**1 of 5 respondents said 50% or more of their bosses have been "difficult"!**

# Which types of "difficult boss" behaviors have you personally encountered?



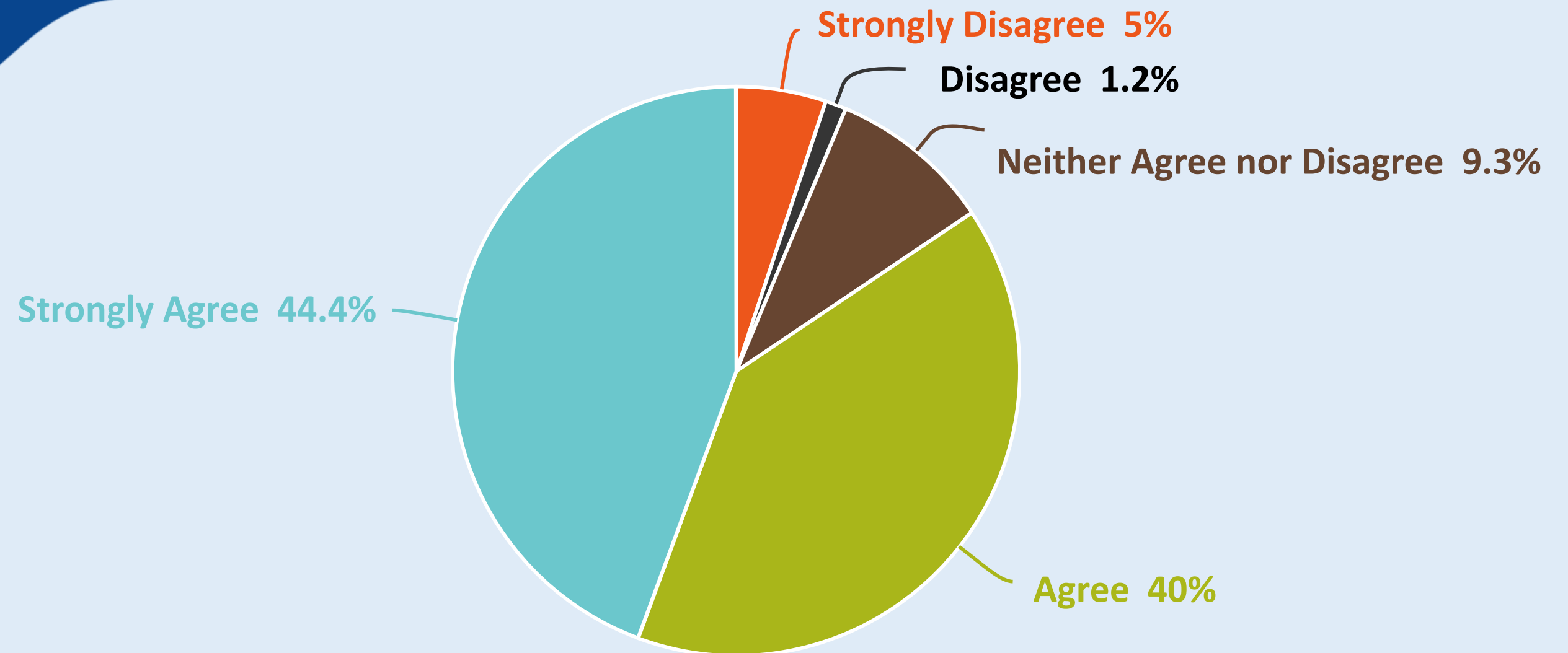
1150 respondents



Over **84%** of respondents agreed that Managing Up is an important skill set for success!

## Do you agree that "managing up" is an important skill set for success in most organizations?

1172 respondents



# MANAGING UP

*just might be the key to moving up!*

A key to success for virtually everyone in the workplace is adopting a “managing up” mentality that focuses on helping senior leaders be more successful – even if they’re not the “perfect boss.”

available at

**amazon**



## MANAGING UP KEYNOTES/WORKSHOPS

Each option can be provided as either a 60-90 minute keynote address or a half-day workshop. Please see contact information below to request a quote.



### MANAGING UP 101: DOS AND DON'TS FOR TEAMING EFFECTIVELY WITH SENIOR LEVEL STAKEHOLDERS

Let's face it...an individual's success (or failure) can be dramatically impacted by their ability to team effectively with key senior level stakeholders. Most staff know that a truly dysfunctional or difficult senior leader can become the death nail for virtually any project, task, or organization. Managing up can be a secret weapon helping professionals not just work effectively with the average boss, senior level stakeholder, or client but also learn to maneuver those difficult senior leader personalities too. While managing up can be a powerful tool for virtually any professional, it's important to learn to manage up the right way. This presentation clarifies why managing up is so important, what it is/isn't, and common mistakes to avoid. Learn the critical rules for managing up that most professionals wish they learned sooner.

### MANAGING UP TECHNIQUES FOR SURVIVING (AND THRIVING) WITH THE DREADED "DIFFICULT BOSS"

Unfortunately, too many corporate workplaces have degenerated into an "us" vs. "them" mentality where managers and subordinates talk past each other, label the other as "difficult," and miss valuable opportunities to team and collaborate for joint success. A key to success for virtually everyone in the workplace is adopting a "managing up" mentality that focuses on how each of us can help our bosses (and other senior leaders) be successful – even if they're not the "perfect boss." This presentation explores proven techniques for managing common varieties of the "difficult boss."



### MANAGING UP WITH A GREAT BOSS

While many professionals are learning the power of managing up, some mistakenly think it's exclusively focused on managing difficult senior leaders...it's not! Whether your boss is a true gift, a nightmare, or somewhere in between, you should be managing up! Managing up can be a critical tool for helping a great boss be even better. This presentation explores how managing up techniques can be used proactively to help you anticipate and navigate workplace barriers, communicate more effectively with senior leaders, deliver difficult messages to hierarchy, and enhance your credibility in the workplace.

## For more information:

- Contact us at [info@professionalismmatters.com](mailto:info@professionalismmatters.com)
- Bring one of our workshops onsite
- Consider one of our engaging keynote presentations
- Subscribe to our YouTube Channel