

# Visuals for Get Promoted (Audio Book)

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**FOR EXECUTIVES WHO WANT TO ASCEND**

*"A must-read for anyone who wants to accelerate their career."*

— Dorie Clark, Thinkers50 and WSJ Bestselling author

# **GET PROMOTED**

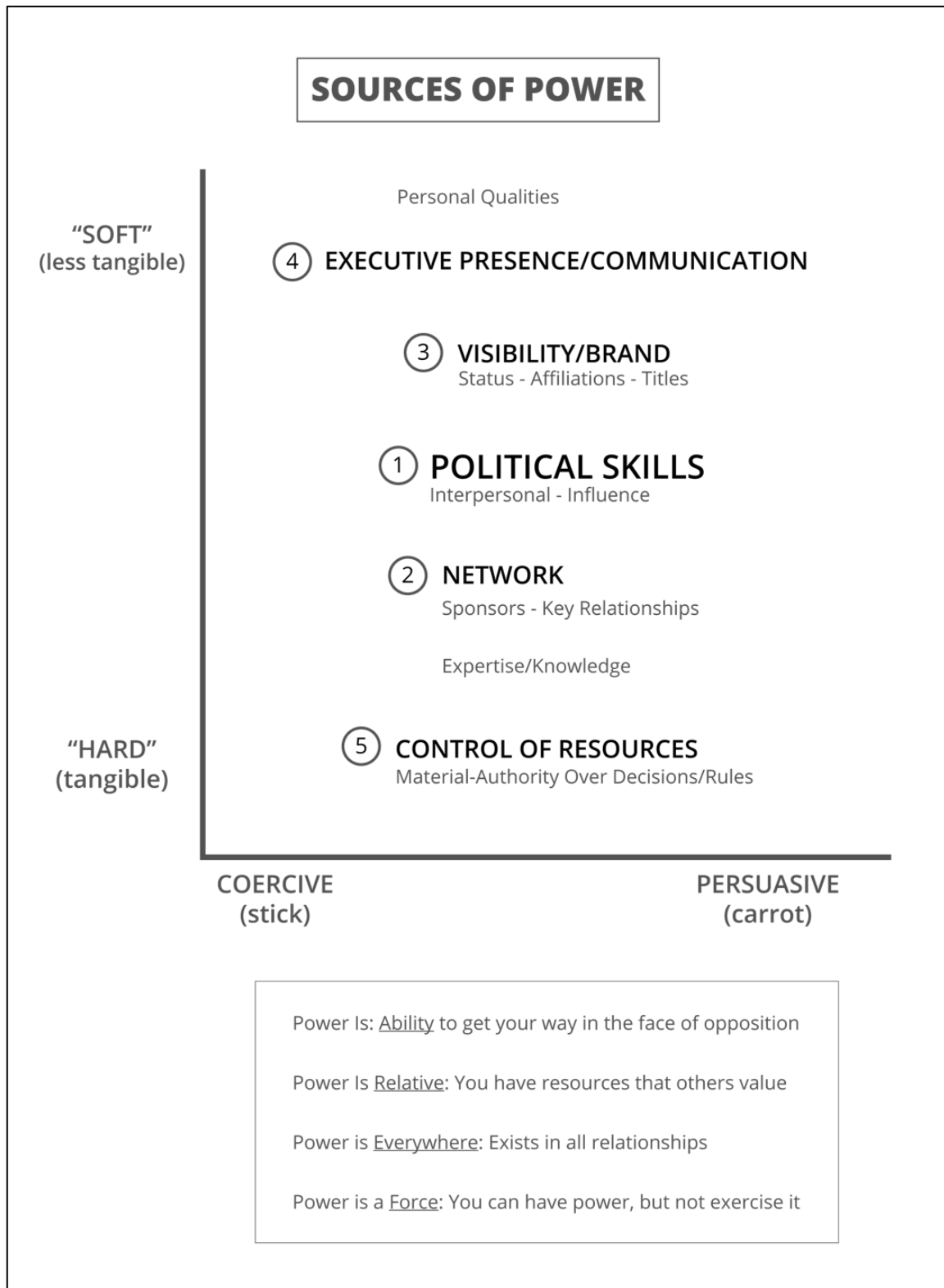
**WHAT YOU'RE *REALLY* MISSING AT WORK  
THAT'S HOLDING YOU BACK**

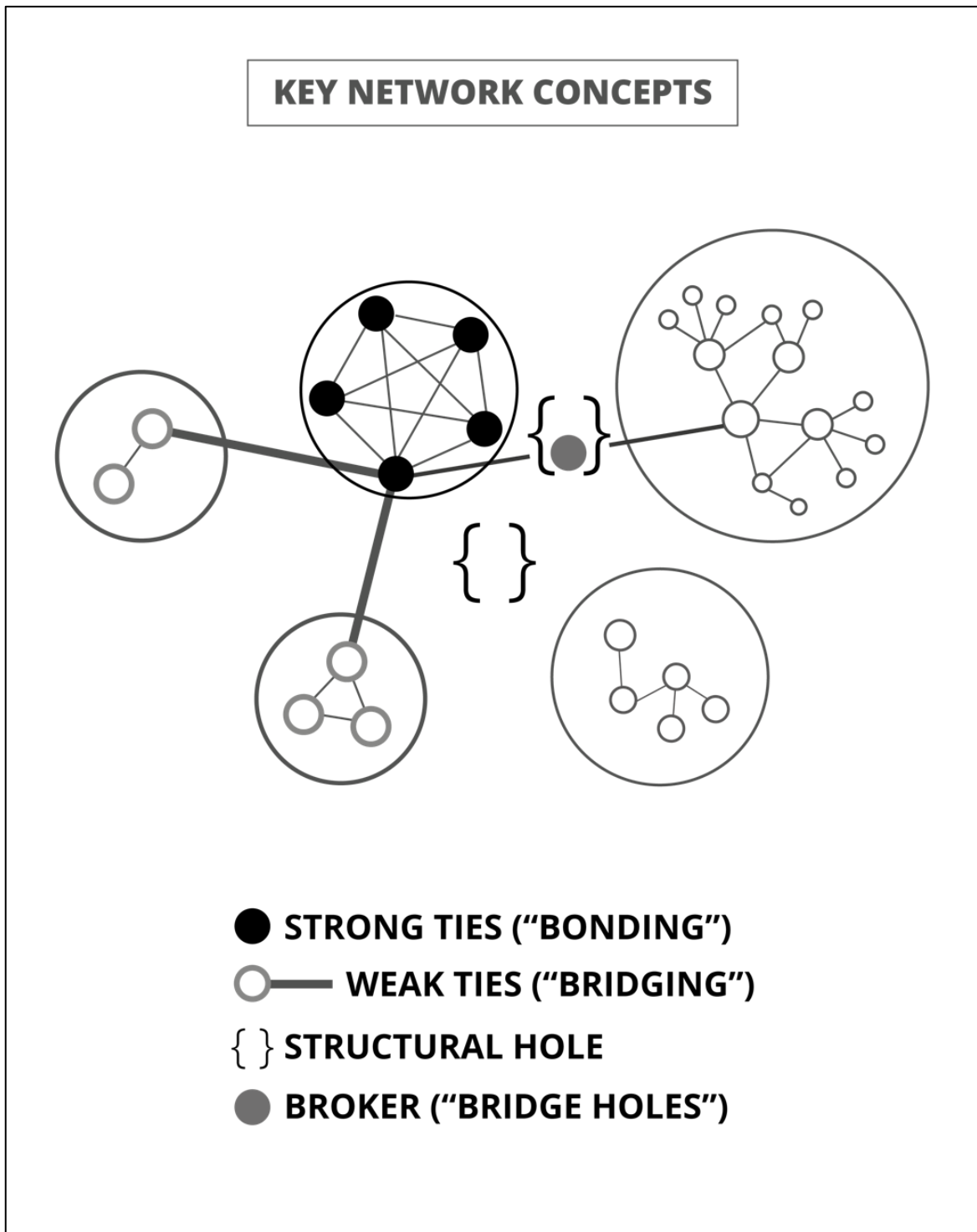
**MICHAEL  
WENDEROTH**

## Reconceive Your Negative Associations of Power and Politics

NEGATIVE	NEUTRAL OR POSITIVE
Bragging / Self-promoting	Ensuring your achievements are seen and you get credit
Currying favor / Brown-nosing	Building positive relationships. Making people feel good about themselves. Helping people with their agenda
Speaking up/ Hogging airtime	Making sure you are heard—and not invisible
Wasteful small talk	Breaking the ice, getting to know people, forming a bond
Manipulating people	Persuasion and influence
Being deceitful, misrepresenting facts, lying so people don't see things	Framing info so people do see things; strategically putting things in context; managing the narrative
"Acting" and being fake	Ensuring you have presence and are perceived well; attending to what the situation calls for
Cherry picking what work you do	Ensuring you are engaged in meaningful work
Being "bossy" and ordering people around	Being clear
Hogging the limelight	Ensuring you and others who deserve it are recognized
Being aggressive	Being assertive
Demanding	Asking for what you need—and making a strong case for it

## 08\_Chapter 5 What The Evidence Really Says - Introduction





## EXPERIMENT WORKSHEET

**DATE:** \_\_\_\_\_

**MY ASK:** \_\_\_\_\_

**WHY I AM ASKING FOR IT (REASON):** \_\_\_\_\_

**% PROBABILITY I WILL GET WHAT I ASK FOR (0-100%)** \_\_\_\_\_

Before proceeding, go back to what you wrote above and be bolder.

Be more ambitious and ask for more than you normally would.

I'd encourage you to make more than one ask. Additional "asks" could be at home. You could ask for a discount at a store. Or a friend or family member to do something for you. Or a stranger to lend you their cell phone or some money.

In fact, the more of these "asks" you do this week, the better. If you want to record them, you can do so here:

**DATE:** \_\_\_\_\_

**MY ASK:** \_\_\_\_\_

**WHY I AM ASKING FOR IT (REASON):** \_\_\_\_\_

**% PROBABILITY I WILL GET WHAT I ASK FOR (0-100%)** \_\_\_\_\_

**DATE:** \_\_\_\_\_

**MY ASK:** \_\_\_\_\_

**WHY I AM ASKING FOR IT (REASON):** \_\_\_\_\_

**% PROBABILITY I WILL GET WHAT I ASK FOR (0-100%)** \_\_\_\_\_

Now, go make your asks. After you have done them, debrief what happened on the next page.

## **EXPERIMENT DEBRIEF**

Report and reflect on what happened, here, answering the following questions:

- What did you do?
- How did you feel doing it?
- What happened?
- What worked?
- What didn't work?
- Anything surprising happen?
- Any learning?
- How would you use this in a different situation?
- How might you change your ask to get more of what you want?

**Move on only after you have finished making your asks and writing your reflection.**

## 28\_Part 2 THE MAP Chapter 9 The Power Map

(Download a copy and for additional Power Map resources, visit:  
<https://changwenderoth.com/the-power-map/>)

**POWER MAP™**

**Purpose:** To more effectively reach your Goal, understand the people and organizational landscape to become more strategic and deliberate in your interactions.  
**When to Use:** First have a clear and specific Goal (examples: Seeking a promotion/bonus/role change, manage a work transition, successfully execute an important initiative)

**How to Use:**

- 1) Write down your **specific Goal**
- 2) **Map out the Power Landscape**  
 Ask yourself: Who has the biggest impact on making the Goal happen quickly (*Who has decision making authority, budget, resources, influence*) - or can block it/slow it  
 --> For **each Individual**:  
 A) List their **"Business Needs"** - What are their goals, key priorities? (*Examples: Revenue target, cost savings, launch of new initiative, winning key customer, etc*)  
 B) List their **"Personal Needs"** - What feeds their ego? (*Examples: Recognition from key executives, press/media attention, personal interests, etc*)  
 C) Their **Background** (*Examples: Previous positions/employers, school, hobbies, etc.*)  
 D) How they are **Connected** - to each other and nature of that relationship - positive, ok, negative (*Not just reporting lines! Who do they listen to or spend time with*)  
 E) **Level of Influence**: Double star the key decision maker; star the top influencer  
 --> *Anything you need to research more, put a question mark*
- 3) **Chart your Path, being Strategic and Deliberate**: A clear picture should emerge on where to spend you need to time and energy to more effectively achieve your Goal.  
 A) **Who** is most critical - how will I manage this relationship(s)?  
 B) **How** will I get access/noticed by this individual and win them over - get tactical? (Help them, Get noticed by them, influence them)  
 C) **When** - and track your outcome

*Update the Power Map regularly to fill in details and track your progress.*

**POWER MAP (Remember: It's about People):**

MY GOAL: \_\_\_\_\_

**POWER LANDSCAPE:**

**Person A**

Business Needs:

Personal Needs:

Background:

**Person B**

Business Needs:

Personal Needs:

Background:

**Person C**

Business Needs:

Personal Needs:

Background:

**Person D**

Business Needs:

Personal Needs:

Background:

**NEXT STEPS (Remember: Be Strategic and Deliberate with how you spend your time.. What by When):**

WHO (Target)	HOW (Tactics)	WHEN (Outcome)
1)		
2)		
3)		

*Use the Power Map in the "P" (Plan) phase of the A-POWER Framework to Become more Effective at Work.  
 The Power Map is a tool developed by Michael Wenderoth, Executive Coach ([www.changwenderoth.com](http://www.changwenderoth.com)).*

# POWER MAP

## Marta's Example

Goal: Get promoted into regional leadership or HQ strategy group

