

	POLITICALLY NAIVE	APPROPRIATE POLITICAL CLOUT	POLITICAL SHARK
Basic personal attitude of the manager	Politics is unattractive, and I will not degrade myself to partake in it.	Politics is necessary.	Politics is me and a unique opportunity for me to move forward.
Tactics	No tactics. I am a firm believer that the truth will always win in the end.	Negotiator. Tries to achieve the best possible results by making compromises.	Aggressive. Pitting people against each other. "Plants" information (correct or not – it depends on what I want to achieve). Defame others if required. Spreads gossip and rumours. Threatening. Uses power.
Technique	Always tell the truth.	Build networks and understand your employees and other people relevant to your leadership job.	Manipulates, uses deceit and fraud if required.
What do I want to achieve in the game of politics?	Nothing, because I don't participate in it.	The objectives I want to achieve in my leadership position in the organization.	To highlight myself as much as possible. Power and honour for myself.

FIGURE 6.23
The leader's political clout.