

Endeavor

Power Dynamics: How to Get a Seat at the Table

Like the childhood game of musical chairs, getting a seat at the table can seem like a rare mix of chance and luck. Colleagues and friends pull out a chair for one another socially. Yet rarely does this apply in the real world of business. Instead, you often find there is not an available seat or it is obvious (and awkward!) that you are squeezing in.

How do you make a seat at the table a foregone conclusion? From the international financial markets of Tokyo to hometown Houston, Barbara will share real world insights on the internal and external forces at play and what it takes to get a seat at the table.

Participants will get the inside scoop on:

- Why what matters, matters
- Why who you know matters – like it or not
- When opportunity doesn't happen

Value to Participants:

Participants will leave with a new knowledge of why what they bring to the table matters and how to communicate it. How to build a network even when they'd rather hide under the table. The ability to recognize opportunity even when it is disguised.