



PEOPLE

How Politics Impacts Your Life



AFSCME Code of Conduct

- AFSCME is committed to providing an environment free from discrimination and harassment, regardless of an individual's race, ethnicity, religion, color, sex, age, national origin, sexual orientation, disability, gender identity or expression, ancestry, pregnancy, or any other characteristics prohibited by law. As such, AFSCME will not tolerate discriminatory, harassing or otherwise unacceptable behavior at any of its activities, events or meetings. AFSCME expects everyone who participates in any of its activities, events or meetings to abide by this standard of conduct.
- There will be no retaliation or other adverse action taken against an individual who makes a complaint. Complaints should be sent to the AFSCME Human Resources Department at reportharassment@afscme.org



Who's Here with Us?


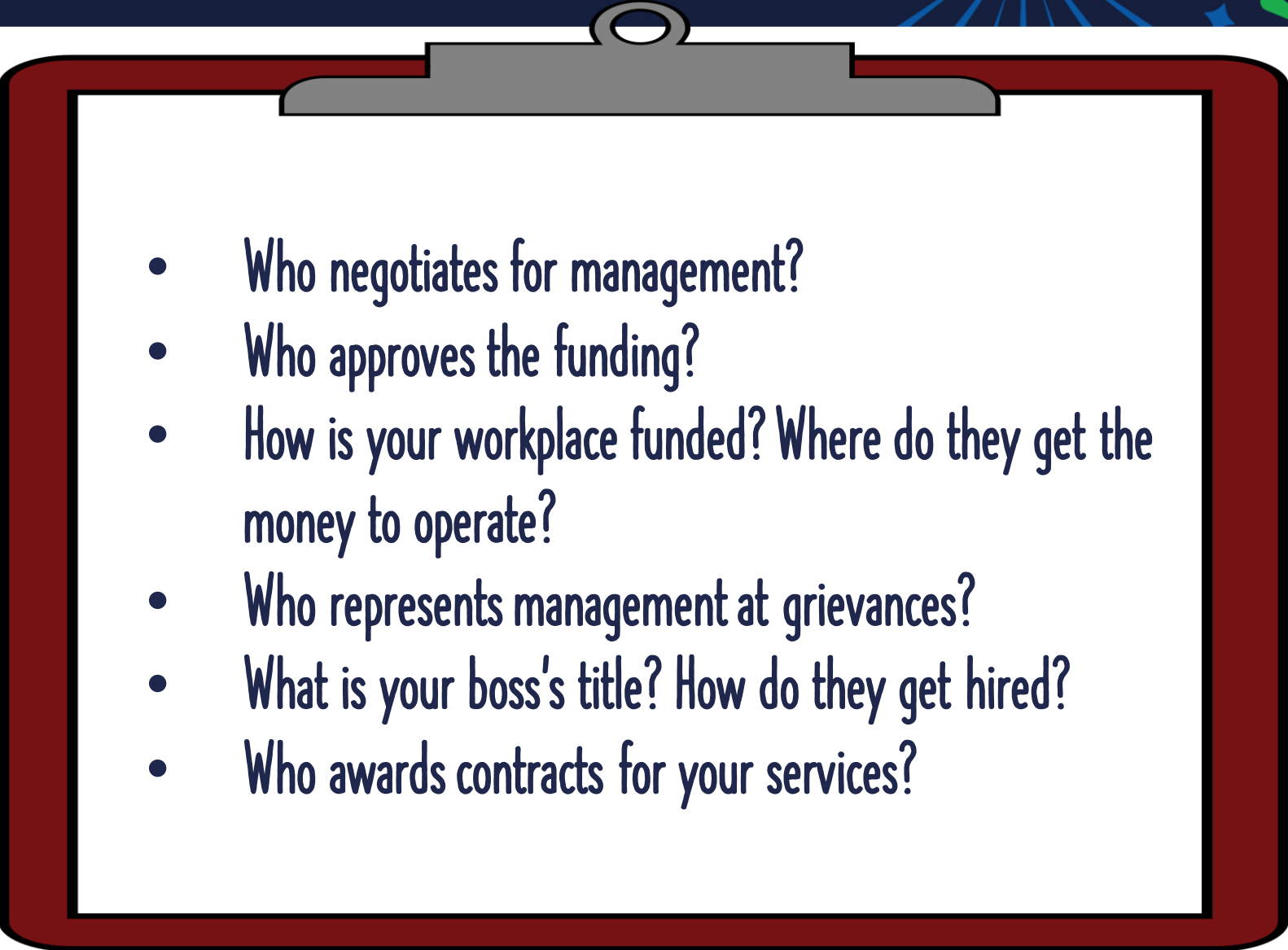
Name

Where you work

Who LOVES politics?

Do you think politics has any impact on your day-to-day job?



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- Who negotiates for management?
 - Who approves the funding?
 - How is your workplace funded? Where do they get the money to operate?
 - Who represents management at grievances?
 - What is your boss's title? How do they get hired?
 - Who awards contracts for your services?



What is
PEOPLE?



5 Steps of a One-on-One Conversation

1. Introduction
2. Get The Story
3. Share the Vision
4. Assess and Move to Action
5. Inoculate



Let's practice!

Overcoming Obstacles

- Empathize: "I hear what you're saying about..."
- Briefly answer their objection.
- Bring the conversation back to their issue and motivation.
- Ask again.



Popcorn Exercise



