POLITICS

UNDERSTANDING HOW DECISIONS OUTSIDE & INSIDE THE OFFICE ARE MADE
DEFINING POLITICS

• What? Way people make decisions
• Who? Individuals living in groups
• How? External & Internal Facets
NOT WHAT I HAD IN MIND...
KNOWLEDGE IS POWER

- Understand operating structure
- Understand operating climate
- Know value / place in universe
- Know how good decisions made
STATE FOCUS—NOT CONGRESS
UNDERSTAND OPERATING STRUCTURE

- Ohio General Assembly
  - 99 House Members
  - 33 Senate Members
  - Legislative Staff
  - Leadership Elected by Political Caucus
  - Committee Structure & Assignment
  - Process

http://www.lsc.ohio.gov/guidebook/default.htm
GOVERNOR

- Governor & Cabinet
  - Executive Assistants to Governor
    - Department Directors & Legislative Liaisons
    - Statewide Boards & Commissions
    - Mission Identification
    - Power Structure
EXECUTIVE OFFICES

- Statewide Elected Officeholders
  - Attorney General
  - Secretary of State
  - Auditor
  - Treasurer

- Mission & Key Staff Identification

- Future Political Ambition & Alliances
LOCAL GOVERNMENT

• Understand Local Structure

• Understand Powers & General Authority
  • Boards of County Commissioners
    http://www.ccao.org/county-commissioners-handbook
  • Mayors & City Councils
    http://www.omlohio.org/
  • Township Trustees
    http://www.ohiotownships.org/
  • Relevant Boards & Commissions
UNDERSTAND OPERATING CLIMATE

• Partisan Control
  • GOP Super Majorities in House & Senate
  • House: 65 R / 34 D
  • Senate: 23 R / 10 D
  • Identify Caucus Micro Alliances
UNDERSTAND OPERATING CLIMATE

• Term Limits
  • 8 consecutive years in one chamber
  • Make your mark
  • Narrow focus
  • Need external help
  • Fundraising pressure
  • Frayed loyalties
UNDERSTANDING LOCAL CLIMATE

• Know players
• Know where alliances reside
• Don’t assume kinship based on party ID
UNDERSTAND YOUR VALUE

- Define Industry / Impact
- Specific
  - Economic
  - Cultural
  - Service
  - Personal, if applicable
UNDERSTAND YOUR VALUE

• Make It Relatable
• Facts into Stories
  • Complex, break it down
  • Regulatory, make it relevant
  • Business, make it about jobs & community
UNDERSTAND YOUR VALUE

• Map Relationships

• Relationships are Capital
  • Legislators
  • Local Government
  • Civic Groups
  • Political Organizations
  • Charitable Boards
BUILD RELATIONSHIPS

• Know Before You Need
  • Background / Bio / find connections
  • Be a resource for info and knowledge
  • Be responsive and approachable
  • Be honest
  • Create opportunities for others to help
GOOD DECISIONS INVOLVE 4 QUESTIONS

• Who cares?
  • Who genuinely wants to help

• Who knows?
  • ID expertise, new info

• Who must agree?
  • Whose cooperation needed / authority & influence

• How many people worth involving?
  • Fewest needed to make decision, involve others to gain commitment
  • Source: Crucial Conversations Patterson, Grenny, McMillan, Switzler
PUT IT ALL TOGETHER

- Know and work within structure and climate
- Understand and articulate core value
- Build and leverage relationships
- Remember basics of good decision process