Tactical Skills in Political Environments
Cassie Guthrie ~ 2018 NYLA Conference

"A leader has to deal with people and nations as they are, not as they should be."
~ Richard Nixon

Political environments are by design interdependent

Hard Power is explicit - stated clearly, leaving little room for confusion or doubt - and draws upon authority, expertise, directives and reward/control mechanisms; it is possessed by those who control the resources

Soft power is implicit - implied, but not plainly expressed - and makes use of influence, relationships, and norms

Tactics & Tactical Skills
- Powerful Presentation & Defense
- Flexibility
- Timing
- Managing Your Emotions
- Mission Over Ego
- Change Your Political Environment

Don't confuse your principles with your tactics
Powerful Presentation & Defense

- Understanding of what the person or group you are pitching to prefers & needs
- Trusted and honest pre-audience
- PRACTICE, PRACTICE, PRACTICE

Change Your Political Environment

Increase your public library's autonomy ~ Make small(er) adjustments, wait it out and get ready ~ Practice self-awareness

Resource List


Berry, John N. in Blatant Berry, “Teach Library Politics: Missing and Neglected Content in LIS Programs” Library Journal (5/5/17)


Stengel, Richard. Mandela: His 8 Lessons of Leadership Time (7/21/08)


Holiday, Ryan. Ego is the Enemy (New York: Portfolio/Penguin, 2016)