

* Thomas Green: Power, Office Politics, and a career in crisis.

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Thomas Green:- very successful in his old job as Salesman ^{and account executive} and because of this he was promoted to senior marketing specialist.

* Frank Davis:- Marketing Director (Green's Boss)

* Shannon McDonald:- Division Vice President.

Problems :-

1. Green needed to maintain a well documented meetings with his clients, executives and his travelling which he was lacking.
2. Preparing proposals with PPTs, spreadsheet model etc. which he neglected.
3. He was always taking guidance as negative which he actually needed in management. He was playing tit for tat when Davis was guiding him.
4. He failed to maintain good relationships with his boss, and he was told by macDonald about the lack of expertise and need to take guidance.
5. Initial he was told that he would experience this from start and this evolved as conflict & mistrust right from sales project-ions during a meeting.

6. Poor communication with Peer & management and going to other's manager, seeing as Personal attack and getting him out of job.

Solns

- i) knowing our own (+) and (-) with Green. (self evaluation)
- ii) Hiring with Consulting Davis was wrong. He should have been known of this.
- iii) Many of the conflicts have been avoided if there was proper communication betn McDonald, Green and Davis.
- iv) Training and Initial guidance could have been provided right before job.
- v) Poor organizational politics by Green, he should have seek good relationship ~~by~~ with Davis by words, actions, more personal informal meetings, personal appealing. (Green)
- vi) if its not possible, he should resign from post.