

# PLAY THE GAME — OR PLAY YOURSELF IN THE GAME.

Corporate life has rules  
nobody writes down.  
Refusing to understand them  
does not make you exempt.

POWER IS UNWRITTEN.  
INTELLIGENCE IS OPTIONAL.



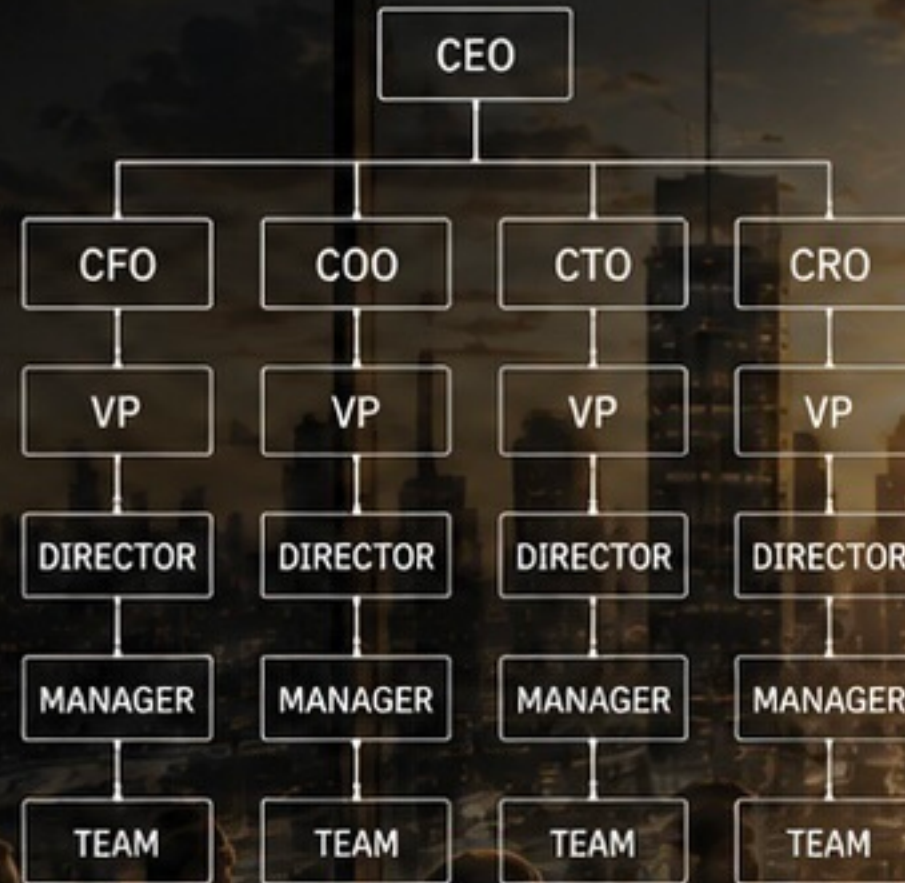
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# THE ORGANISATION CHART IS NOT THE POWER MAP.

Titles show authority.  
Relationships create influence.  
Formal structures explain responsibility.  
Informal networks decide  
what actually gets done.  
Learn both maps. Navigate wisely.

THE ORGANISATION CHART  
FORMAL AUTHORITY



THE POWER MAP  
INFLUENCE NETWORK



# BEING VALUABLE IS NOT THE SAME AS BEING VALUED.

You can be the one who gets  
the work done.

But someone else gets seen,  
remembered and rewarded.

Visibility is not ego.

It is the bridge between  
contribution and recognition.

HARD WORK BUILDS VALUE.  
VISIBILITY BUILDS CAREERS.



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# HARD WORK CANNOT SPEAK FOR ITSELF.

In rooms you are not in,  
decisions are shaped.  
Your name gets mentioned,  
interpreted and remembered.  
Advocacy is not luck.  
It is trust earned,  
reputation built,  
and value witnessed.  
Sponsorship changes trajectories.

🕒 20-22 MIN READ



INFLUENCE IS EARNED.  
ADVOCACY IS RARE.  
SPONSORSHIP IS TRANSFORMATIVE.



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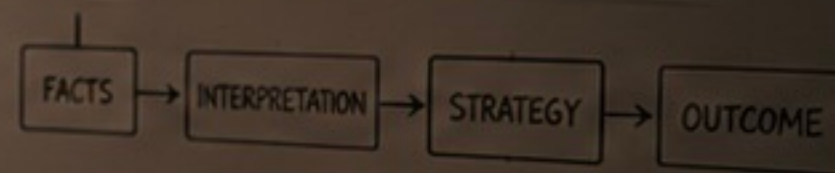
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# THE FIRST RESPONSE IS RARELY THE STRATEGIC RESPONSE.

Emotion demands reaction.  
Strategy demands reflection.  
Document. Separate. Clarify.  
Define the outcome.  
Then choose the response  
that serves your objective,  
not your impulse.

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- ☑️ WHAT HAPPENED?
- ☑️ WHAT CAN BE DEMONSTRATED?
- ☑️ WHAT DOES IT MEAN?
- ☑️ WHAT OUTCOME IS REQUIRED?



PAUSE BEFORE YOU RESPOND.  
CLARITY BEFORE ACTION.



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# ADAPT THE INTERFACE. PROTECT THE OPERATING SYSTEM.

Every environment has a language.  
Every audience has an expectation.  
Adaptation is intelligence, not surrender.  
But principles are not negotiable.  
Change how you communicate.  
Never change what you stand for.  
Navigate the room.  
Preserve the self.



ADAPT THE INTERFACE.  
PROTECT THE OPERATING SYSTEM.  
INTEGRITY IS YOUR ADVANTAGE.



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# NEVER LET THE GAME OWN THE PLAYER.

Titles are temporary. Offices are temporary.  
Proximity is temporary. Power is temporary.  
What remains is what you build.  
Skills. Judgement. Relationships.  
Reputation. Financial capital.  
Intelligence. Agency.  
Leave every chapter with more  
than you carried in.  
Your next game is bigger  
than their board.

BUILDING  
INSTITUTIONS.  
NOT JUST CAREERS.  
LEAVING IMPACT.  
NOT JUST OUTPUT.  
BUILD WHAT  
NO EMPLOYER  
CAN TAKE BACK.

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YOUR CAREER IS A CHAPTER.  
YOUR LIFE IS THE BOOK.



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