



MASTERCLASS Managing Up

Speaker:

Dr. Bhanu Ranjan

4 CERTIFICATIONS



30+ ONLINE COURSES | 3 CERTIFICATE PROGRAMS

MANAGING UP



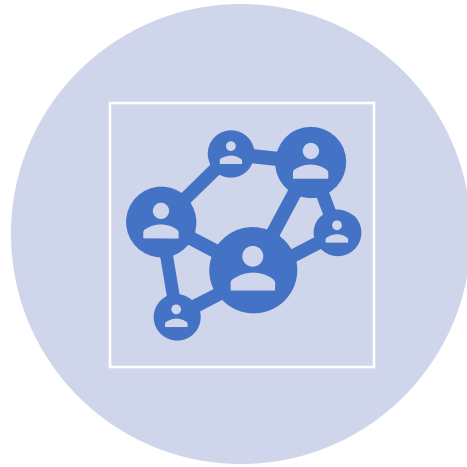
Dr. Bhanu Ranjan

Assistant Dean - Executive MBA (Singapore)
Associate Professor, S P Jain School of Global Management

A blurred background image of a business meeting. Several people in professional attire (suits, blouses) are gathered around a table. One person is holding a tablet displaying a document with charts and text. Another person is holding a smartphone. A white coffee cup is visible on the table. The overall scene suggests a collaborative work environment.

'MANAGING UP' WORKING EFFECTIVELY WITH YOUR BOSS

What does it mean?



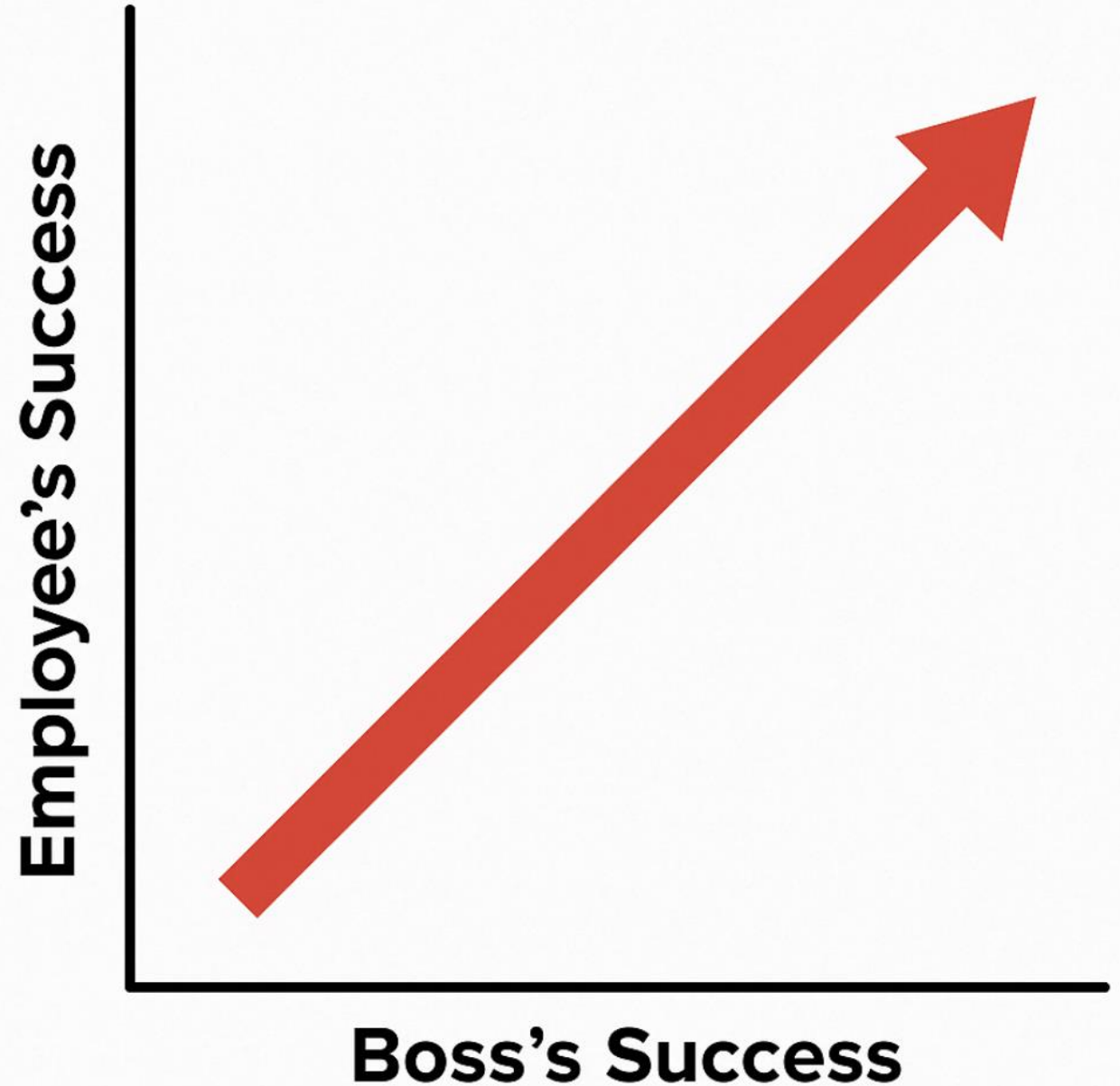
ACTIVELY MANAGING YOUR
RELATIONSHIP WITH YOUR BOSS
TO COLLABORATE TOWARD
COMMON GOALS.



IT'S ABOUT
PARTNERSHIP, NOT
MANIPULATION.

Why does it matter?

- *Your success is tied to your manager's success. Managing up leads to better results for both.*



What Is and Is Not Managing Up

Conscious Partnership:

Align with your boss's goals and support each other.



Not Brown-Nosing: It's not flattery, gossip, or office politics.



Mutual Benefit: Builds trust, communication, and joint success.



Why Manage Up

Gain Resources & Support

Helps get what you need to succeed.



Improve Teamwork

Work as a unified team to solve problems.



Advance Your Career

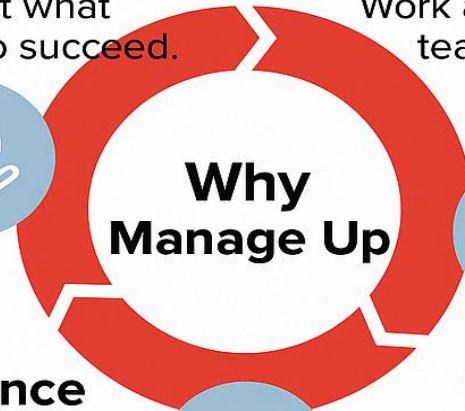
A supportive boss champions your growth



Build Trust

Less stress, more satisfaction, better outcomes.

**Why
Manage Up**



HOW CAN YOU MANAGE UP?

- If you want to know then the next 3 slides are for you



Build a Positive Relationship



Positive Attitude: Be professional and solution-oriented.



Reliability: Deliver consistently to build trust.



Find Common Ground: Connect over shared values.



Support Their Success: Help your boss shine, stay aligned.

Handling Disagreements Diplomatically

1

Don't Avoid Disagreement:
Speak up respectfully.

2

Stay Calm & Respectful:
Acknowledge their view first.

3

Frame Around Shared Goals: Tie ideas to common objectives.

4

Offer Alternatives:
Bring solutions, not just critiques.

5

Accept Outcomes Gracefully:
Support final decisions.

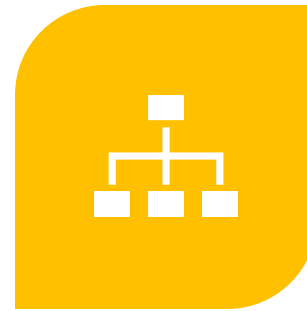
Strengthen and Adjust Over Time



CONTINUOUS IMPROVEMENT: REFLECT AND REALIGN REGULARLY.



SEEK FEEDBACK: ASK HOW TO BETTER SUPPORT YOUR MANAGER.



BE ADAPTABLE: ADJUST TO CHANGES IN STYLE, GOALS, OR STRUCTURE.



KEEP IT MUTUAL: MAINTAIN THE WIN-WIN MINDSET FOR LONG-TERM SUCCESS.

Professional Certifications



Globally recognized Certifications
for Commercial Hoteliers



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10 courses, 20-30 hours study, covers all components of the role. Or enroll in the Instructor-led Webinar series starting 29th July



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[COURSE GUIDE](#)



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Upskilling

Self-paced



Events Revenue Management Courses

ONLINE COURSES

3 x 60 mins

Upskilling

Self-paced



Hotel Data Analytics Essentials

ONLINE COURSE

8-10 hrs

Advanced

Self-paced



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