

# Owl, Fox, Donkey or Sheep: Political Skills for Managers

## Descriptive Model of Political Behaviour

Politically aware

Psychological  
game playing

<b>Fox</b> Clever	<b>Owl</b> Wise
<b>Donkey</b> Inept	<b>Sheep</b> Innocent

Acting with  
integrity

Politically unaware

(from Simon Baddeley and Kim James, MEAD, Vol. 18/1, 1987)

