



FINDING THE LINE OF POWER

At 31, Walter Basel was a sales engineer doing most of the field work for the Department Sales Manager. Because he -was seldom in the home office, he had few opportunities to participate in office politics, and because of that, too, he was usually "out of sight-out of mind" when choice assignments came up. His Functional Self-Analysis supported his ambition to become an inside executive, but how to get that idea across to his superiors when they hardly knew him by sight? [Read More at EmploymentCrossing](#)

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