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*NAVIGATING THE
UNWRITTEN RULES IN
THE WORKPLACE: A KEY
FOR CAREER SUCCESS*

Guiding Questions

Have you ever thought to yourself, I wish I had known that?

What are the unstated or unwritten rules necessary to “play the game” that may drive your professional success?

How do you uncover the rules to play the game?

When is it/is not necessary to “play the game”?

What are Unwritten Rules?

“Rules that determine who gets what, when, and how”



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What are Unwritten Rules?

- Invisible forces that lie below the surface and shape cultural norms
- Unspoken or Unwritten rules that can have a significant impact on one's job satisfaction, advancement opportunities, and career trajectory
- Rules that operate along with an organization's mission statement or explicitly stated in work policies
- Largely emanate from organizational culture and are shaped by assumptions that are held by the shared beliefs of the workers
- Many times the unwritten rules are just a reflection of the boss's preferences
- Behavioral and conduct nuances that are critical for success in the workplace

What are some Common Unwritten Rules?

Sports	Social	Workplace
Softball/Baseball—Do not steal bases when your team is way ahead	Do not talk on the phone or play music in public places without headphones	Do not contradict your boss publicly
Basketball – Late in the fourth quarter, if a team is winning big, the starters are pulled	Do not ask for something if the person only has one left – gum, piece of cake, etc.	Do not state a problem without offering a solution
Football – If a team is winning big and has the ball with a minute left on the clock, take a knee	When out to dinner with a group, only the person who ordered the least expensive meal/combo of things can offer to split the check evenly. Bonus--If you borrow someone's car, fill up the tank before you return it	Be kind/respectful to everyone, especially food service workers/janitorial staff/admin professionals

What are some DC-specific Common Unwritten Rules?

Transportation	Social	Workplace
<p>Metro</p> <ul style="list-style-type: none"> –Stand on the right side of the escalator, walk on the left --Don't block people exiting or stand/block the doorway --Know the markers for short train (6 cars) or long train (8 cars) 	<p>Be inclusive--DC is very diverse—people from all over the world with diverse backgrounds, political ideology, and religious beliefs. Be open to new people, new places, and new experiences.</p>	<p>Dress code--Business Attire</p> <p>People commonly ask where you work/what you do, so have your canned response ready.</p>
<p>Car/Cab</p> <ul style="list-style-type: none"> – Always leave early because there will be traffic -- exit cab on the right side --stay out of bicycle lane --Do not talk in a “slug” car 	<p>People play sports on the mall—do not walk on their make-shift fields</p>	<p>You must have a basic knowledge of federal politics and demonstrate political savvy</p>
<p>Bus</p> <ul style="list-style-type: none"> –People line-up in an orderly fashion 	<p>Don't judge a restaurant by its storefront</p>	<p>First Impressions and Networking Matter—Treat all with respect...You never know who you are meeting.</p>

What Are Some WFH Unwritten Rules?

RECOGNIZING AND
NAVIGATING THESE
IMPLICIT CODES ARE
CRITICAL TO SUCCESS

How to Uncover Unwritten Rules

- Be Quiet--Observe everything!
 - *Who talks at meetings?*
 - *Who gets the special projects?*
 - *Who gets promoted?*
 - *Who gets demoted?*
 - *How does the boss imply/infer expectations?*
- What is the structure of meetings?
 - *Are conversations free flowing, or dominated by a few at the top?*
 - *Is debate or questioning valued?*
- What do people wear?
- How do people socialize?
- Who has power and influence?
- How are ideas presented and vetted?
- What is valued?



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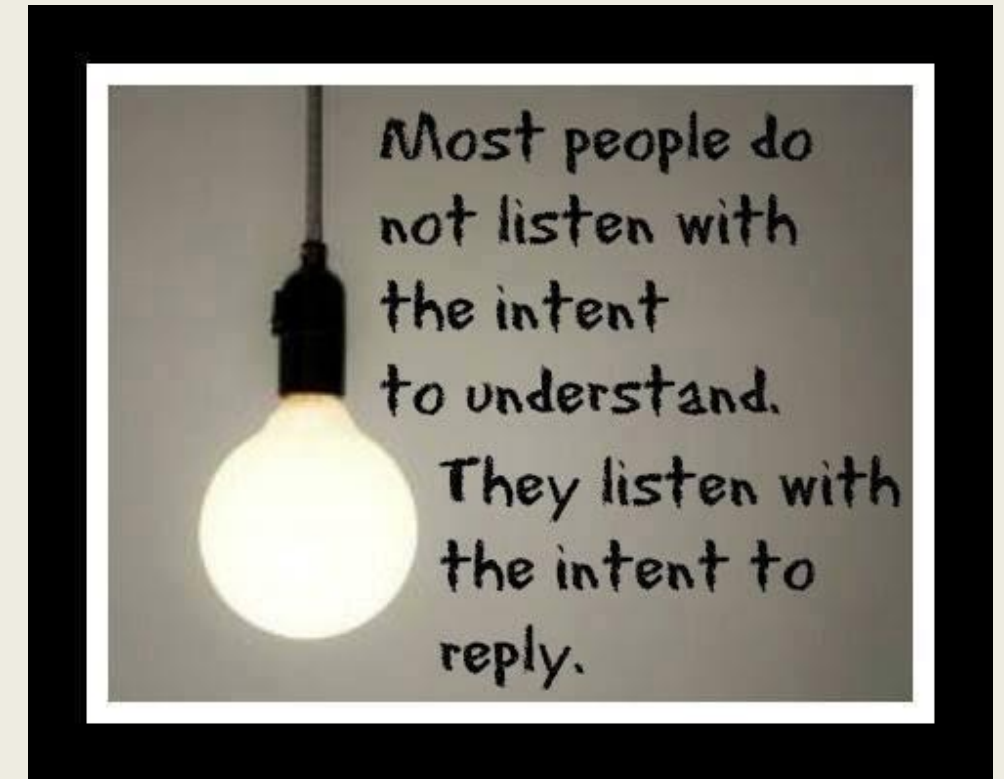
Through understanding others' behaviors (and their impact), you can understand company culture

Pay Close Attention to Contradictions

What is Written in Policy or Stated	Versus	What is Done
Managers say they promote open and honest dialogue		Challenging a manager's ideas is met with immediate pushback
Policy states diversity & inclusion are important		Biases are present for people who speak with an accent or use language associated with a certain socio-economic class, region, or ethnic group (ex: southern, urban/rural, working class, etc.)
Telework is promoted as a workplace flexibility		When employees telework they are viewed unfavorably
Policy might say that Fridays are for casual wear,		Everyone in your office is still dressed up in business attire
The policy says promotions are based on merit		Relationships and politics play a big role in who gets selected
Everyone is encouraged to speak up at meetings		Top leadership dominates the conversation and doesn't seek or value feedback

Tips for Navigating Unwritten Rules

- Listen and Observe. Be Patient. Don't fight the norms right out of the gate. First, learn and reflect.
- Pay attention to individuals who appear to successfully navigate the organizational norms and emulate behaviors that appear to be effective.
- Ask questions instead of providing answers.
- Find a mentor who can assist you with learning the lay of the land and navigating the office culture.
- Find a sponsor who can publicly speak for you and advocate on your behalf in spaces you have not been privy to entering



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What is the difference between a mentor and sponsor?

Tips for Navigating Unwritten Rules (Cont'd)



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- Develop a **rebound/resiliency strategy** for when you unknowingly violate an unwritten rule.
- Do your own research, talk to trusted colleagues/former employees to get “the scoop.”
- Learn from others’ mistakes and successes.
- Know when and how to address harmful unwritten rules and practices.

IMPORTANT NOTE: If the office norms are discriminatory or harmful, address them with your supervisor; an appropriate official within your chain-of-command; HR or the EEO office, as appropriate.






Build on Competencies / Traits



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- *Social astuteness: the ability to read other people and the self-awareness to understand how they see you*
- *Interpersonal influence: a convincing ability to affect how and what other people think.*
- *Networking ability: the capacity to form mutually beneficial relationships with a wide range of diverse people.*
- *Apparent sincerity: seeming to be honest, open, and forthright.*

How to Address Harmful Unwritten Rules

-  Time your concerns appropriately
-  Be very specific when addressing the problematic behaviors
-  Focus on the positives
-  Have solutions in mind
-  Find support among your colleagues

IMPORTANT NOTE: *If the office norms are discriminatory or harmful, address them with your supervisor; an appropriate official within your chain-of-command; HR or the EEO office, as appropriate.*

Questions

