Moving Beyond a Seat at the Table: Gaining Confidence, Power, Influence and Credibility as a C-Suite Leader

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MOVING BEYOND A SEAT AT THE TABLE: GAINING CONFIDENCE, POWER, INFLUENCE AND CREDIBILITY AS A C-SUITE LEADER

inspired HR

LEADERSHIP HAS CHANGED....

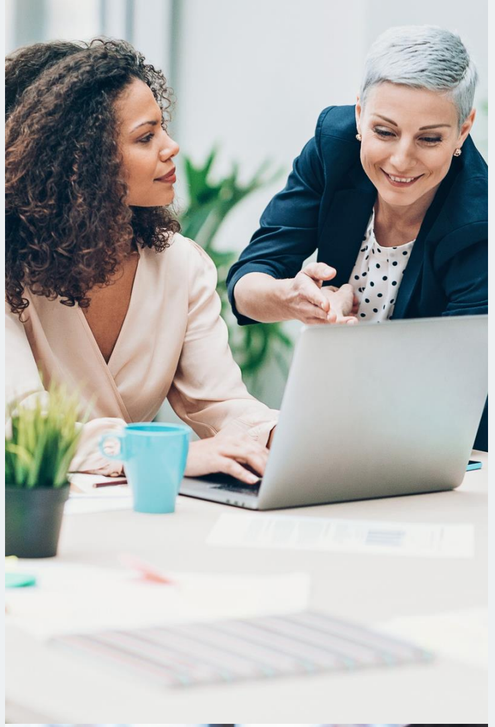
Are you ready?

“I skate to where the puck is going, not to where it has been.”

- Wayne Gretzky

The most important shift is pivoting to where the puck is going.

IN 2022 THESE ARE THE CRITICAL TRAITS REQUIRED TO BE SUCCESSFUL IN THE C-SUITE:



1. **Listening well**
2. **Developing Teams**
3. **Results oriented**
4. **Strategic Communicator**
5. **Confidence**

TOP TIPS FOR MEETINGS WITH YOUR CEO

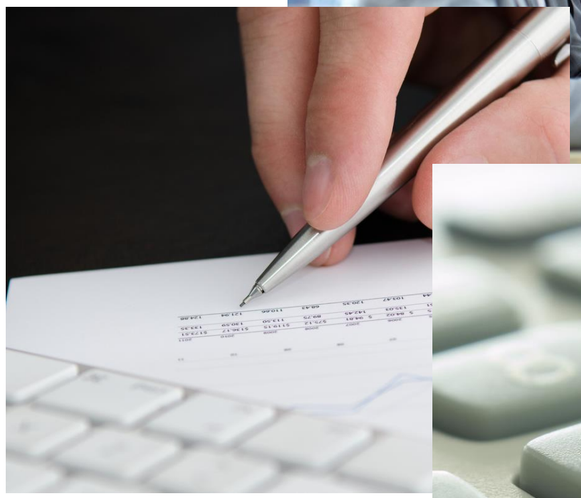
1. Always Have An Agenda

2. Share the Objective for the Meeting

3. Provide Context

Why I am sharing this information:

- *FYI*
- *Need a decision*
- *Looking for advice*



4. Establish Key Metrics to Show Progress

(be consistent)

"Boil the ocean"

"Low hanging fruit"

"Move the needle"

"New normal"

5. Avoid Jargon

"Bandwidth"

"Bleeding edge"

"Take this offline"

6. Send a Follow Up Email

Summarize key items and Deliverables

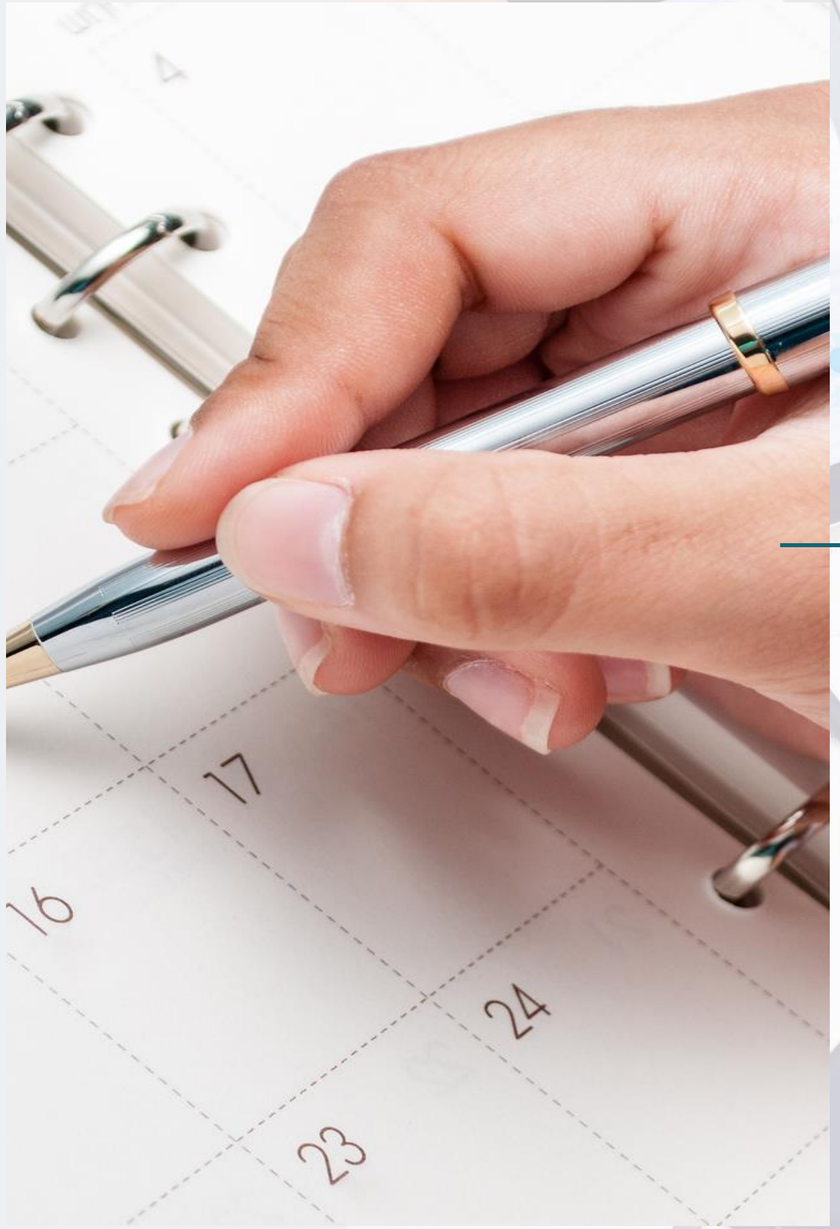
7 LESSONS

For Excelling around the Boardroom Table

Confidence = Competence

If you don't have **confidence** in yourself, your skills, and your abilities then none of those things will even matter.

2



Prepare like a Pro

- **Do your homework**
- **Socialize ideas in advance**
- **Know the data**
- **Learn to change your "hat"**

3

10 Minutes Early is on time

Speak Early and Last

But not just to be heard

5

Image Matters, Until It Doesn't

It takes people an average of just 7 seconds to judge your abilities, skills, competence, and knowledge based on only what they see.

Ps & Qs but Not Apologies

7

Collectively Own the Wins: Take and Share the credit

DESIGNING YOUR OWN CAREER – 6 Best Practices

1

Your Brand external = internal

2

Share your Goals

3

Offer Help to Others

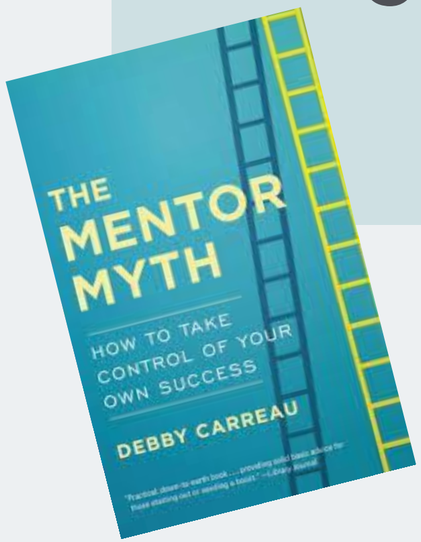
4

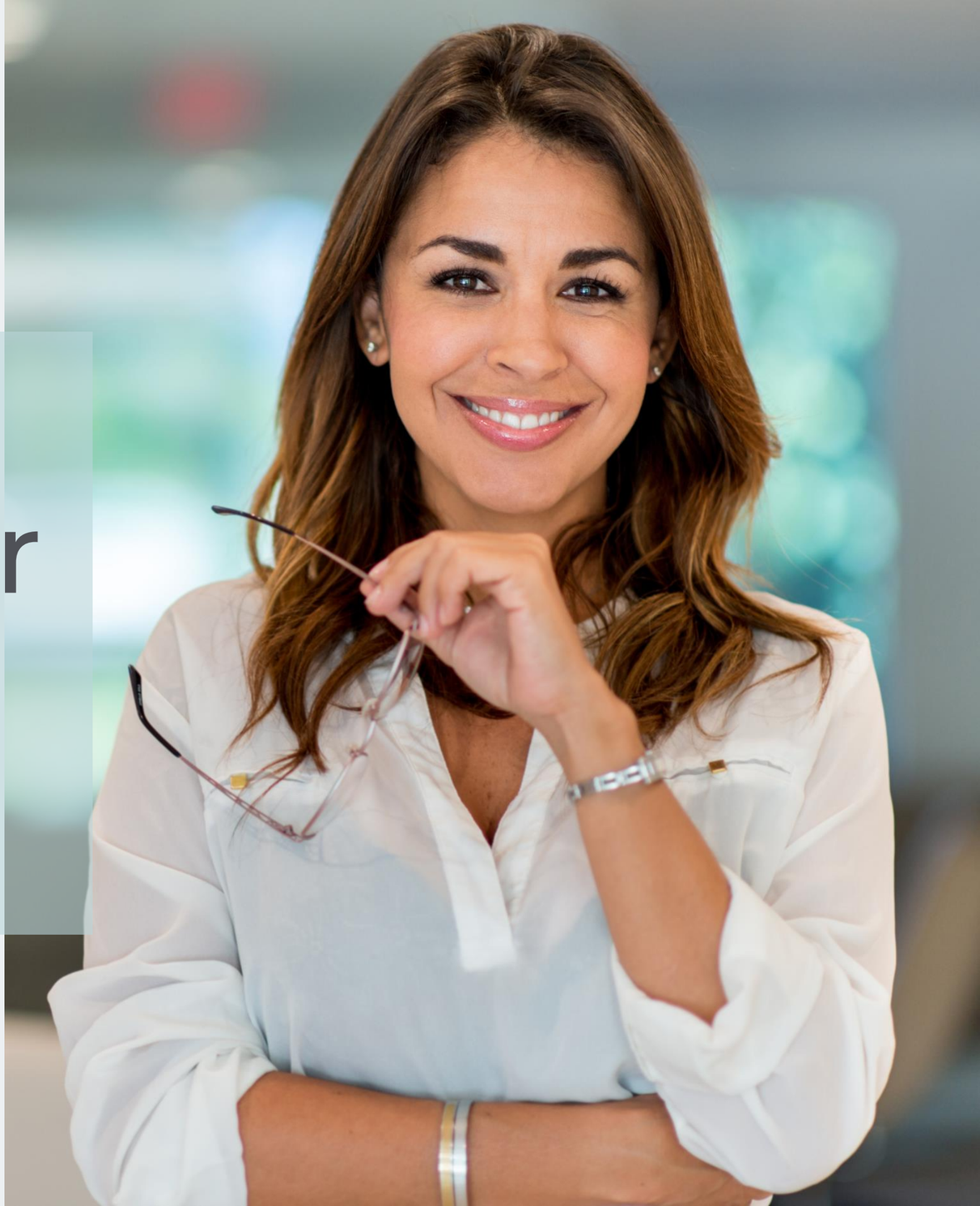
Your Network

Always Deliver

6

Take responsibility for your own success





THANK YOU

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