

The 3 C's

Ultimately, it's about Outcomes delivering Value.

If what you do is not delivering Value to your Stakeholders (Suppliers, Customers, Peers, Partners, etc), then you need to Stop and start asking questions.

In simple terms, you need self-awareness. I come back to the 3 Cs I mentioned last week.

Clarity – Do you know and understand your role?, The 'Why' am I doing this? Is it linked to the greater good? – If not, you need to do something about it quickly before you go any further.

Confidence – Are you confident in yourself and/or team ability to deliver Outcomes and Value? Can you stand-up to the test?

Capability – Do you and/or team have the skills in order to deliver on your Promise? – Technical/Hard & Soft Skills are important, but also, the baseline fundamentals/principals – standards built on best practises.

Build a Professional Development plan to address the shortfalls/gaps from the above and you'll be on your way.

Do you have a plan?

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