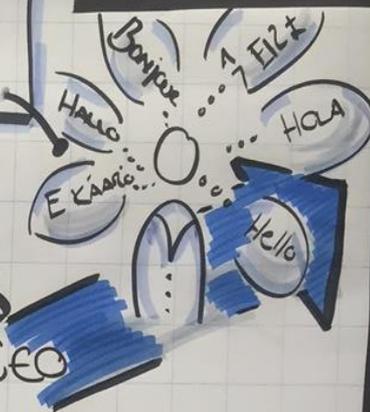


CHECKLIST EXEC

COACH INTERNAL



EXPAND YOUR BOUNDARIES

↳ build Rapport, learn to speak CEO

- ✓ READ THE REPORTS THEY READ // BOOKS THEY READ // ...
- ✓ RECOMMEND OPTIONS, LET THEM DECIDE
- ✓ BE MINDFUL OF THEIR TIME
- ✓ FIND OUT THEIR PAIN
- ✓ LEARN "OUTSIDE IT." BUS. VOCAB.

WHAT IS OF INTEREST

- ✓ PROFIT
- ✓ GROWTH IN CUSTOMER
- ✓ CUSTOMER SAT.
- ✓ OWNER SAT.
- ✓ EMPLOYEE SAT
- ✓ KPI'S

HAVE CONFIDENCE // BUILD CONFIDENCE

↳ Radiate Confidence

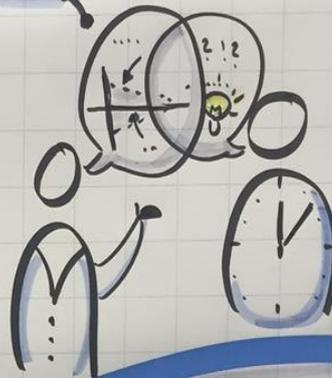
- ✓ EXPAND YOUR COMFORT ZONE
 - ppt karaoke
 - play rhetoric
 - go to Trainings
 - improv training
- ✓ AWARENESS OF BODY LANGUAGE
- ✓ GET A MENTOR // MENTOR SOMEONE ELSE
- ✓ MENTAL CONDITIONING EXERCISES
- ✓ TRAINING AND PRACTICE IN SAFE ENVIRONMENT // PUBLIC SPEAKING IN SAFE ENVIRONMENT
- ✓ EXPAND YOUR KNOWLEDGE
 - TRIBAL LEADERSHIP
 - REINVENTING ORGANIZATIONS
 - TIM FERRIS
 - LEAN PUB
 - IBM RES.
 - INFO Q WHITEPAPER

CHECKLIST EXEC

COACH EXTERNAL

GIVE A HIGH LEVEL PLAN

3-5 MIN INPUT / EVIDENCE



✓ AGILE VS. WF

• INVESTMENT GRAPH • FEATURE SET

✓ STANDISH STUDY CHAOS REPORT 2006

✓ SIMON SINEK "START WITH WHY 3 C."

✓ DAN PINK  ✓ GOLDEN TRIANGLE

✓ REAL WORLD EX. → RELEVANT TO YOUR INDUSTRY!

• PAYPAL AGILE TRANSF → YOUTUBE

• JOE JUSTICE WIKI SPEED → YOUTUBE

• FBI / NASA / ...

✓ BERRY BOEHM "CONE OF UNCERTAINTY"

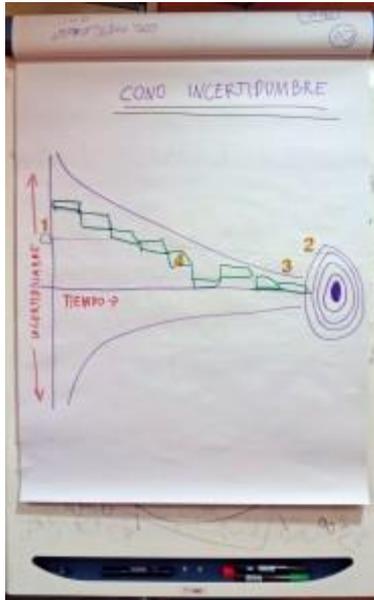
KNOW YOUR EXCS SCHEDULE // CATCH THEM WHEN THEY HAVE TIME

SHARE INFO WITH HIS/HER DIRECT REPORTS

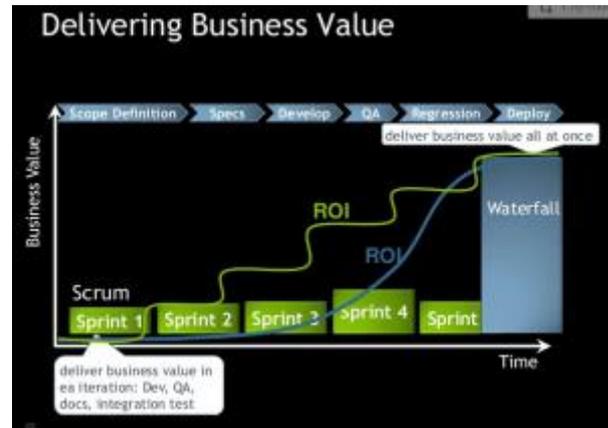
FACILITATE / RECOMEND HIS/HER NETWORK OP.

↳ MEETING / PHONE CALL WITH OTHER CEO OF AN AGILE COMPANY

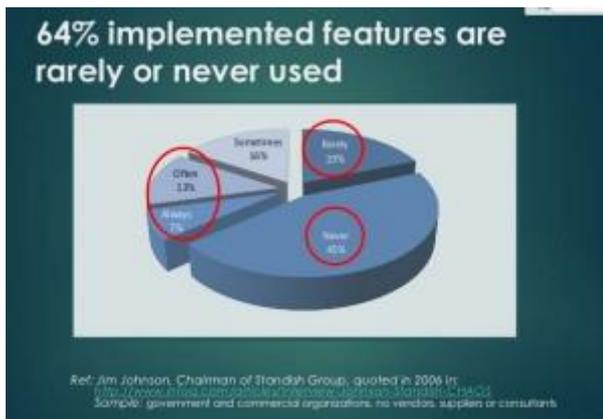
5 min inputs



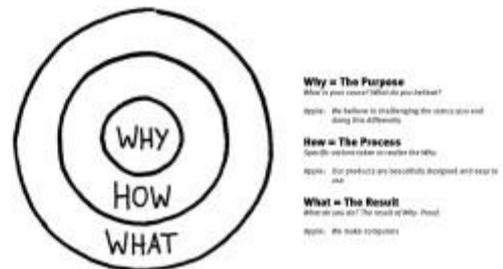
ROI Waterfall vs Agile



Features delivered Waterfall vs Agile



Standish group results



Simon Sinek 3 circles

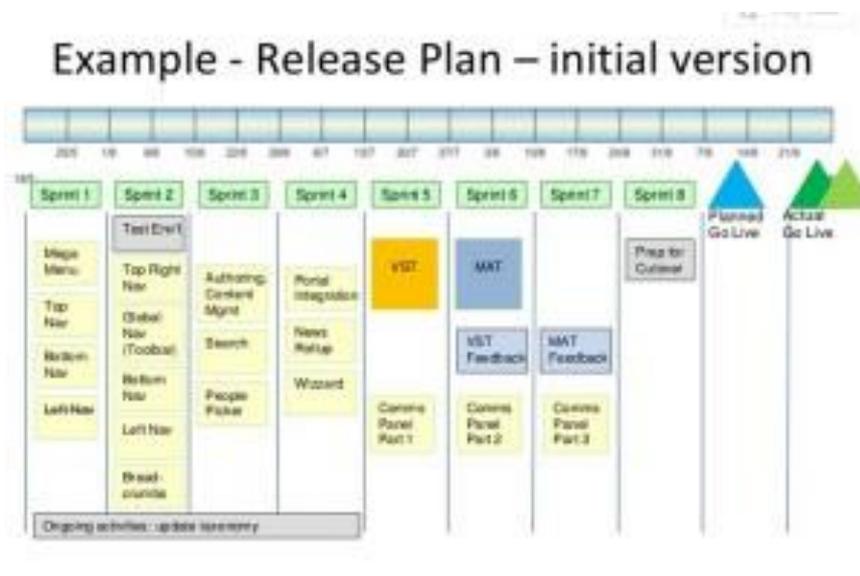
What is of interest for an exec

- Measured on Yield: value last year vs this year, not care about how it's delivered, or the team and its motivation
- Main concerns: **cost, delivery, timeline**
- Other high-level metrics
- Business Case: check at the end that the results match the business case have interim checks
- Check Global factors & events, e.g. industry impact of Russia bombing Syria

Learn how to speak CEO

- Find out their pain
- Find out the CEO Powerful Questions, e.g. have any results ever been guaranteed? What can we learn from that? When have you learned the most?
- Have arguments with examples to illustrate
- Recommend options, shows that you have done due diligence, considered the bigger picture
- Know their schedule

How to give high level plan



Have confidence and radiate it



Other Ted Talks about confidence [HERE](#)