

How to Talk to Leadership: Unleash Your Strategic Potential

Lead with business impact:

- **Example:** "Our time-to-productivity for new hires is lagging because there's a gap between what we teach and what they need. I can show you where the breakdown is happening."

Frame as Competitive Intelligence:

- **Example:** "Our customer service team is using shadow processes that are actually faster than our official one. What if we made it the new standard? I can document how they're saving time."

Early warning system:

- **Example:** "In stakeholder interviews, I'm constantly hearing about [specific pattern]. This usually shows up later in our metrics. We can get ahead of it this time. Here are some proposals."

Good partnership:

- **Example:** "The leadership team is concerned about [specific challenge]. I've gathering insights that show what's driving it. I'd love to share what I'm seeing at the next strategy meeting."

Shared success:

- **Example:** "I'm seeing patterns that could help us avoid the issues that slowed down the system rollout. I can map out the potential friction points for the next one."