

6 THINGS

EXPERTS WILL LEARN

ON THE

**| MASTERING
EXPERTSHIP**

PROGRAM





HOW TO TRANSFORM STAKEHOLDER RELATIONSHIPS

In the complex world in which experts operate, maintaining and maximising the value of stakeholder relationships is mission critical.

These relationships are difficult – often separated by geography, culture, reporting lines, and agendas and priorities.

Improving stakeholder relationships is the #1 most common growth goal from the participants completing the *Mastering Expertship* workshop. With tools, audits, and a broader view – graduates can't wait to get started on transforming key stakeholder relationships.



2

HOW TO CONNECT TO THE BUSINESS

Getting listened to, and getting traction with the wider organization – what we often call the business – is a high priority for many experts.

On *Mastering Expertship*, experts learn the secrets of successful engagement of the organization. Experts learn what it takes – in both skills and knowledge – to interface successfully with project sponsors and those who fund projects, headcount, and suppliers.



3

HOW TO GET INVITED TO THE RIGHT MEETINGS (AND ADD **VALUE**)

Experts with so much more value to add get frustrated at being sidelined, and asked only to operate in their technical bubble.

On *Mastering Expertship*, experts learn how to remake their professional brand, be seen to be strategic and innovative, and how over time to get invited to the right meetings. Experts also learn how to add value when at these meetings.

For experts, this is about making a difference, and personal recognition.



4

HOW TO BENEFIT FROM MASTERING TRUE COLLABORATION

Experts often equate the need to collaborate with confusion, delays, frustration, missed deadlines and poor outcomes.

On *Mastering Expertship*, experts learn how to get real value from mastering and deploying advanced collaboration skills and processes.

This is about being inclusive and speeding things up. It is about getting input that is valuable not irrelevant. It is about clarifying purpose and strategic alignment.



5

HOW TO BE A POSITIVE INFLUENCER ON CHANGE

Most experts are involved in change, either as something who is imposing change on others, or having it imposed on them.

On *Mastering Expertship*, experts learn how to drive change effectively, using both the mind *and* the heart. They learn their own personal change preferences and behaviours, and how to positively manage these for good outcomes. They also learn how to challenge change diplomatically and effectively.

If change is the new normal, this skill is essential for every expert.



6

HOW TO DEPLOY ADVANCED CONSULTING TECHNIQUES

Experts spend their lives finding solutions to complex problems. To break away from the daily grind of fixing problems, experts need to polish their consulting skills.

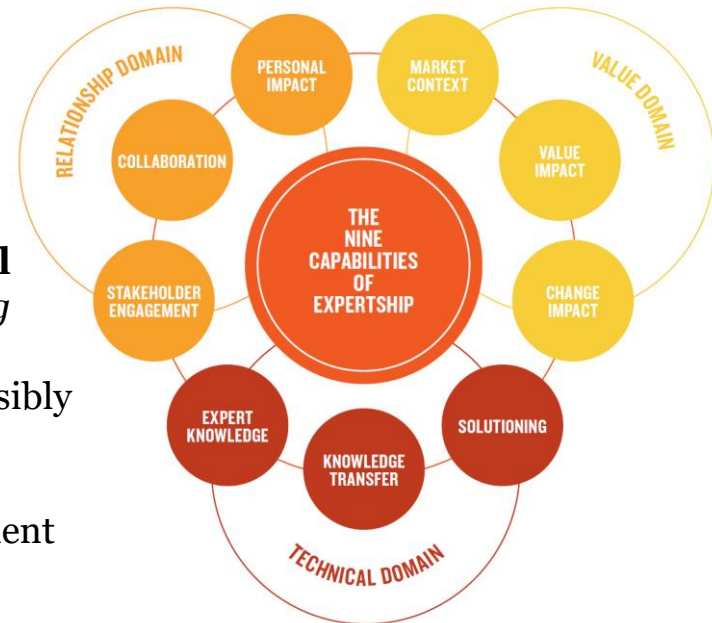
On *Mastering Expertship*, experts learn how to diplomatically probe and discover what's behind the constant change requests and fire fighting. Instead of jumping to immediate solutions, experts learn how to solve for the long term. They learn how to increase their value add, and decrease their stress.



THE EXPERTSHIP MODEL

A ROADMAP FOR ASPIRATIONAL EXPERTS

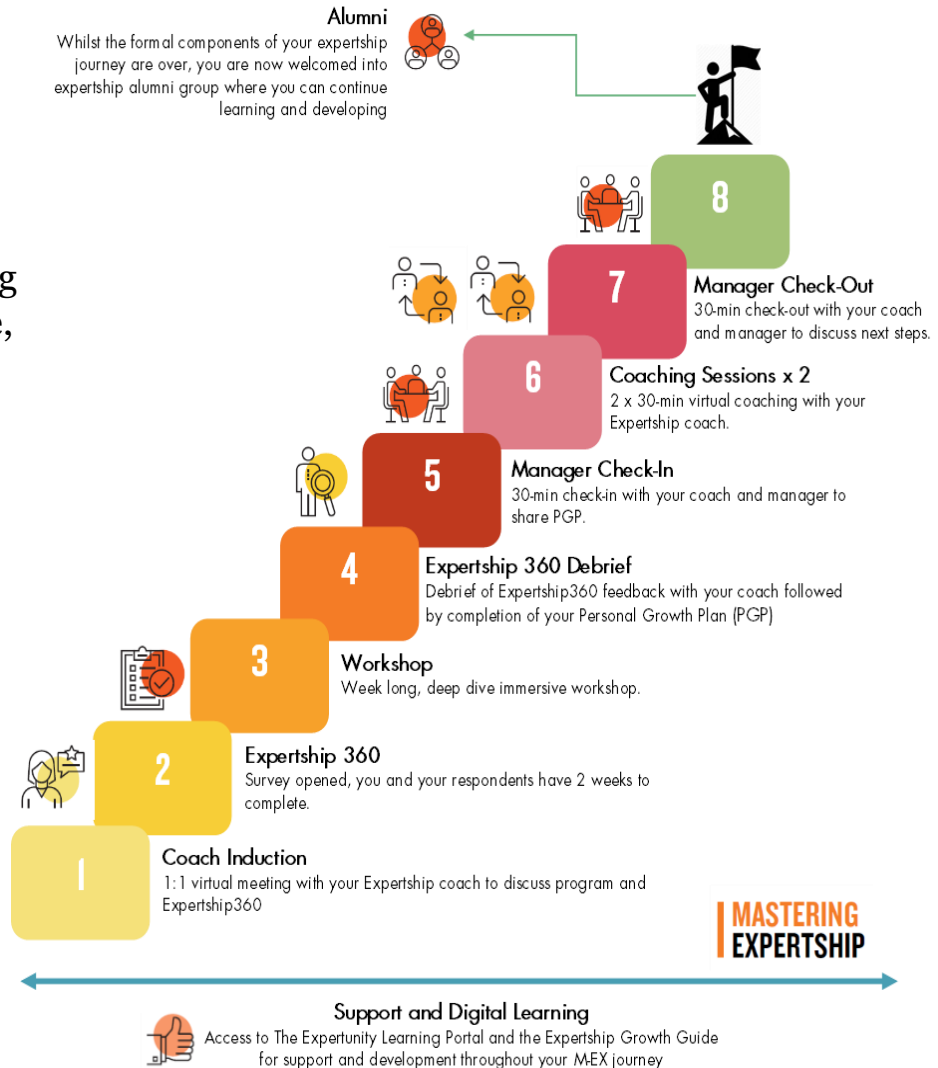
The **Expertship Model** underpins the *Mastering Expertship* program. It provides a logical, sensibly structured roadmap for experts wanting to build enterprise skills to augment their technical skills.



PROGRAM DESIGN

GET ON BOARD

The *Mastering Expertship* program is a five-month long blended learning experience, combining feedback, coaching, workshops, LinkedIn learning, and support materials to build meaningful and actional Personal Growth Plans.





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