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 is takes – in both skills and knowledge – to interface successfully with project sponsors and those who fund projects, headcount, and suppliers.



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.





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.

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.





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.

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PROGRAM DESIGN

GET ON Alumni Whilst the formal components of your expertship journey are over, you are now welcomed into expertship alumni group where you can continue BOARD learning and developing 8 The Mastering Expertship program is a five-month long Manager Check-Out 30-min check-out with your coach blended learning experience, and manager to discuss next steps. combining feedback, Coaching Sessions x 2 2 x 30-min virtual coaching with your coaching, workshops, Expertship coach. LinkedIn learning, and 5 Manager Check-In support materials to build 30-min check-in with your coach and manager to share PGP. meaningful and actional Expertship 360 Debrief Personal Growth Plans. Debrief of Expertship360 feedback with your coach followed by completion of your Personal Growth Plan (PGP) 3 Workshop Week long, deep dive immersive workshop. Expertship 360 Survey opened, you and your respondents have 2 weeks to complete. Coach Induction 1:1 virtual meeting with your Expertship coach to discuss program and Expertship360 MASTERING EXPERTSHIP Support and Digital Learning



Support and Digital Learning Access to The Expertunity Learning Portal and the Expertship Growth Guide for support and development throughout your MEX journey



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