

DEVELOPING YOUR PROSPECT RESEARCH LEADERSHIP ROAD MAP

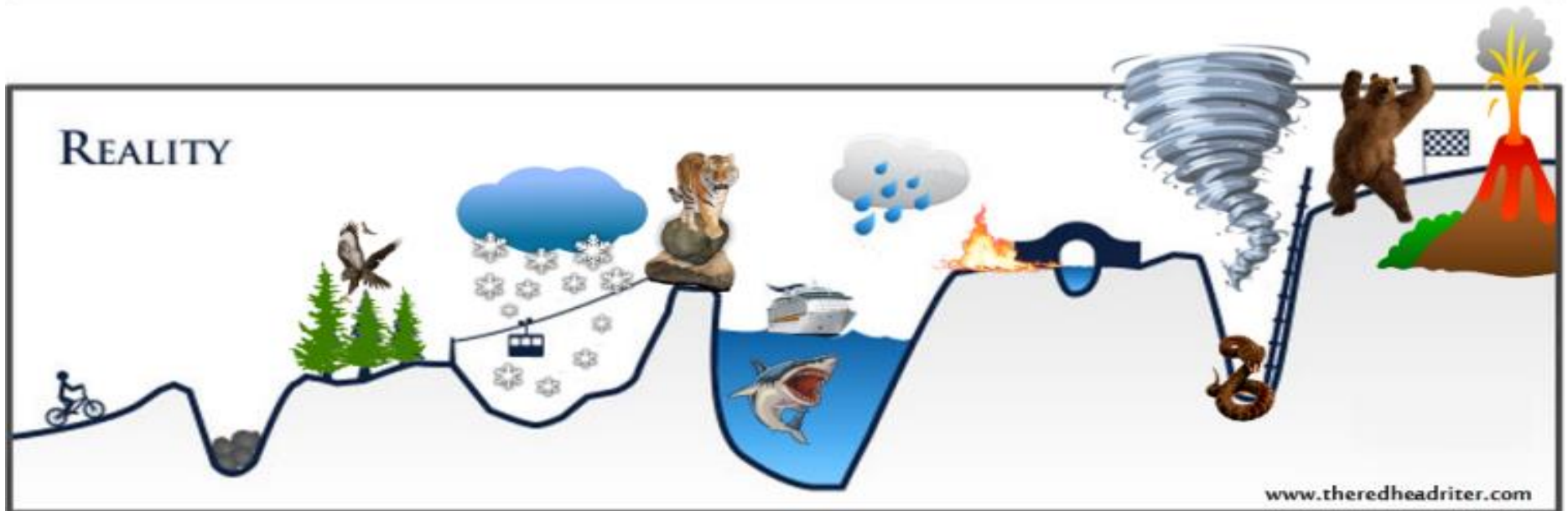


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SickKids Foundation

SESSION DATE: Wednesday, October 12, 2016

SESSION TIME: 1:45 p.m. – 3 p.m.

IT'S A LONG ROAD...



APRA
CANADA 2016

October 12-14
Toronto

AGENDA

Your Personal Dashboard

Questions, Discussion Encouraged!



CAREER INVENTORY

Organizational Cultural Fluency
Network
Professional Development
Personal Value Proposition
Forward-looking



ORGANIZATIONAL CULTURAL FLUENCY

Actionable Takeaways

Embrace enterprise mindset

Understand How, Ask Why?

Assimilate strategic direction

Volunteer



NETWORK

Actionable Takeaways

Diversify network: internal and external

Tap networks fully

Build team of advocates, coaches, peers

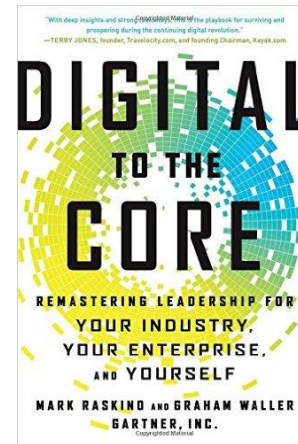
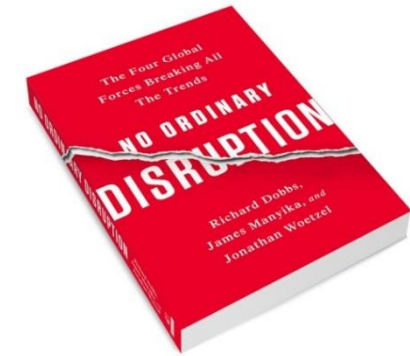
Observe, learn from people good at



Fill in the _____



PROFESSIONAL DEVELOPMENT



PROFESSIONAL DEVELOPMENT

Actionable Takeaways

**Take constant approach
Volunteer
Say **YES** to opportunity
Step outside sector**



PERSONAL VALUE PROPOSITION



Actionable Takeaways

Monetize subject matter expertise
Convey skills alignment to business needs
Expand effectiveness within organization



FORWARD-LOOKING

Actionable Takeaways



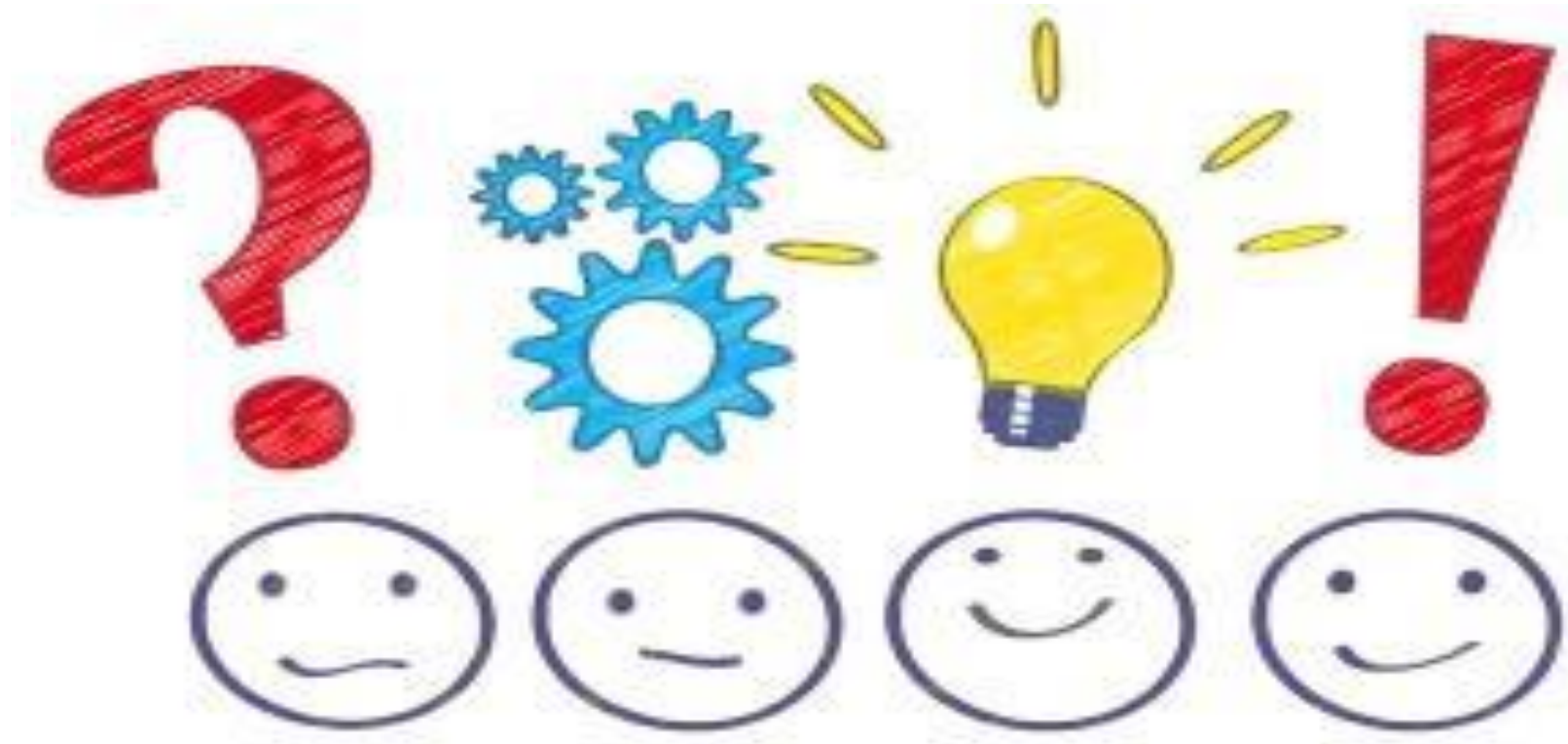
Eyes on the horizon and beyond
Adopt an outside-in view
Separate reality from noise



IT'S A LONG ROAD...



QUESTIONS?



THANK YOU!