

* Corporate subscribers



* **Welcome**



**Overwaita
Food Group**

* Jo Miller

CEO

Women's Leadership Coaching, Inc.



Jo Miller

- Founding Editor of BeLeaderly.com
- Helps women break into leadership in industries such as technology, finance and energy.
- Delivers over 60 speaking presentations annually to audiences of up to 1,200 women for women's conferences and corporate women's initiatives.
- Loves travel, reading, cooking and wombats.



* Dona Munsch

Vice President, M&A, AltaVault
NetApp, Inc.



Dona Munsch

- Responsible for successful integration and growth of AltaVault as a flagship product line expansion to NetApp's cloud portfolio and data fabric strategy.
- Previous roles include Senior Director, Commerce Operations with Cisco Systems, Vice President – Marketing and Sales with EchoPass Corporation, and Division GM - Americas Customer Care Operations at Hewlett-Packard.
- Loves crafting, woodworking, fast cars, baseball and neuroscience.

#WLCWebinar



@DLMunsch



@Jo_Miller



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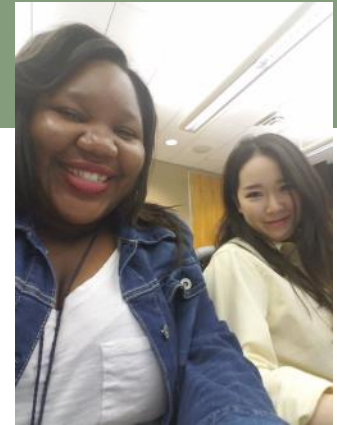
Tweet your team selfie!



Box



Motorola Solutions




GM



* In This Webinar:

- The difference between tacticians and strategists
- Making the shift from tactician to strategist
- Being strategic in your current role



The background consists of several overlapping, semi-transparent geometric shapes in various shades of green and brown. The shapes are primarily triangles and quadrilaterals, creating a complex, layered pattern. The colors range from dark forest green to light, almost beige, tones. The overall effect is a textured, abstract composition.

The Difference Between Tacticians and Strategists

* What does it mean to be a “strategist” vs. a “tactician?”



Dona Munsch





**Time
horizon**

**Degree of
influence**

**Extent of
change**

* Why is the shift from tactician to strategist such a hard one to make?



Dona Munsch

- **New network**
- **Guiding vs. doing**
- **Challenging the norm**



“Strategy is a fancy word for coming up with a long-term plan and putting it into action.”

— Ellie Pidot, Vice President, Global Strategy and Channel Management, Medtronic.





Poll 1: How would you describe your current role?



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Making the Shift from Tactician to Strategist

* Can you tell us about your personal journey in making the shift from tactician to strategist?



Dona Munsch

“I started out as the ultimate tactician.”



Subject
matter
expert

“Get’er
done” gal

Influencer

Enabler

* How should a high-potential employee moving into a first-time people-management role change their mindset?



Dona Munsch

- Adding value
- Your “time” portfolio
- Establishing priorities



* Does this mindset change again when moving from manager to executive? How?



Dona Munsch

- Expanding your network
- Drive alignment
- Complex critical thinking
- Advanced negotiation



*** What activities should emerging leaders should let go of, in order to spend their time more strategically?**



Dona Munsch





Thu

1

Daily Report.
9.00

Management

8

9

Staff meeting
11.00



14



Recast
1:1s

Expert
center

Traffic cop

Status
meetings

* What advice do you have on communicating strategically?



Dona Munsch



**Strategic
imagery**

**Future
focus**

**Fake it 'til
you make it**



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Being Strategic in Your Current Role

- * **What are some ways to be more strategic when there's not a large team to take on necessary tasks?**



Dona Munsch

“You don’t have to lead the team to do amazing things.”

* What are some ways to be more strategic when there's not a large team to take on necessary tasks?



Dona Munsch

- Find a meaningful problem
- Start small, go fast, grow as you go
- SMART / DMAIC methodologies



* How should someone prepare themselves for a transition into a more strategic role?



Dona Munsch

- Empower others
- Model the behavior
- Be more curious
- Establish new connections



* Do you have suggestions for offloading tactical responsibilities to make time for strategic activities?



Dona Munsch



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Q&A



Dona Munsch



Jo Miller



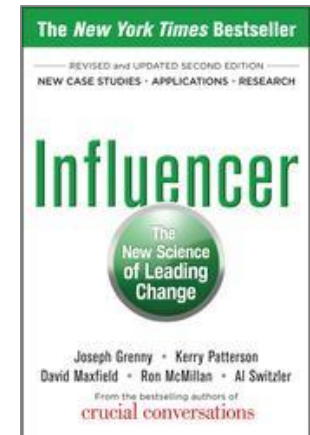
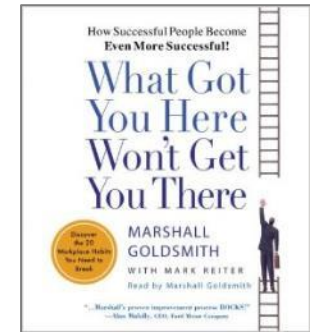


Poll 2: What action will you take to become a stronger strategist?



* Recommended

- **What Got You Here Won't Get You There: How Successful People Become Even More Successful,** by Marshall Goldsmith, Mark Reiter
- **Influencer: The New Science of Leading Change, Second Edition,** by Joseph Grenny, Kerry Patterson, David Maxfield
- **Books to hone your strategic mind!**
<http://thoughtcatalog.com/ryan-holiday/2014/01/24-books-to-hone-your-strategic-mind/>
- **Speaking skills: Improv classes and storytelling.**



Closing Thought



Dona Munsch



* The Power of Diverse Teams

Tuesday, August 30, 2016



Ann Quiroz Gates

Research has shown that large, diverse teams achieve greater productivity, reach, and innovation. They also face challenges with communication and the sharing of knowledge and resources. Discover the impact of team diversity, factors that affect your team's productivity, and a model for enhancing your team's overall effectiveness.

Guest speaker: Ann Quiroz Gates, Ph.D.,
Chair Department of Computer Science,
The University of Texas at El Paso.

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* Discussion Questions

1. Are you currently operating as a tactician or a strategist (and why do you describe yourself that way?)
2. What could you do to be more strategic in your current role?
3. What could you do to shift from a tactical to a strategic mindset?
4. What actions will you take after this webinar?

