

Value to Visibility Challenge

WORKSHEETS DAY TWO



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Day Two- Connect Value to Strategy

WRITE YOUR ANSWERS BELOW

AUDIT YOUR CALENDAR. HOW MUCH TIME DID YOU FIND THAT COULD BE SPENT DIFFERENTLY AND FOCUSED ON HIGH VALUE WORK INSTEAD?

WHAT IS ON YOUR CALENDAR EACH DAY THIS WEEK? DO YOU HAVE TO BE AT EVERY ONE OF THOSE MEETINGS OR SHOULD SOMEONE ELSE ATTEND IN YOUR PLACE? ARE MEETINGS ON YOUR CALENDAR BRINGING A STRONG RETURN ON INVESTMENT OF YOUR TIME OR COULD THEY BE HANDLED VIA AN EMAIL OR TEAMS CHAT?

IF YOU WERE ASKED BY A MEMBER OF YOUR LEADERSHIP TEAM THIS WEEK, "HOW DO YOU ADD VALUE IN OUR COMPANY?" WHAT WOULD YOUR ANSWER BE?

YOU NEED TO BE ABLE TO IDENTIFY AND SHARE THE TOP THREE THINGS THAT YOU ARE WORKING ON THAT BRING VALUE TO THE COMPANY WHETHER YOU ARE EVER ASKED OR NOT.

IS YOUR TIME SPENT ON STRATEGIC WORK THAT IS CONTRIBUTING TO THE BUSINESS RESULTS OR TASK BASED WORK? BE HONEST. WHAT IS THE ANSWER?

STRATEGIC WORK MAY NOT BE SOMETHING YOU HAVE DONE BEFORE, BUT YOU NEED TO FIND WAYS TO GET INVOLVED IN DOING IT. COULD YOU BE PART OF A TEAM THAT IS SOLVING A PROBLEM, CREATING A BUSINESS CASE, WORKING ON A NEGOTIATION WITH A VENDOR, SIMPLIFYING A PROCESS OR IDENTIFYING WAYS TO REDUCE COSTS?

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REVIEW YOUR ANSWERS: WHAT DID YOU LEARN ABOUT HOW YOU ARE SPENDING YOUR TIME?

WHAT CHANGES WILL YOU MAKE NOW THAT YOU HAVE A BETTER IDEA OF HOW YOUR TIME IS SPENT? HOW WILL YOU ENSURE THAT YOU DON'T SLIP BACK INTO YOUR OLD HABITS?

