

GAINING BUY-IN: STRATEGIES FOR IT LEADERSHIP TO INFLUENCE KEY STAKEHOLDERS IN ORGANISATIONAL PROJECTS.

Winning at Work

A program for Emerging Female Leaders.


- Learn to build deeper conviction through understanding your personal values, your value and your vision
- Learn the steps to becoming fiercely capable in order to cut the key to your next opportunity and pave a way for success
- Learn how to build your brand and build trusted relationships
- Learn how to combine all the right ingredients for Winning at Work



Scan the QR code to express interest in one of the limited spaces.



**Digital Transformation
is a People Business**



Start with people,
not technology.

Who are the stakeholders?

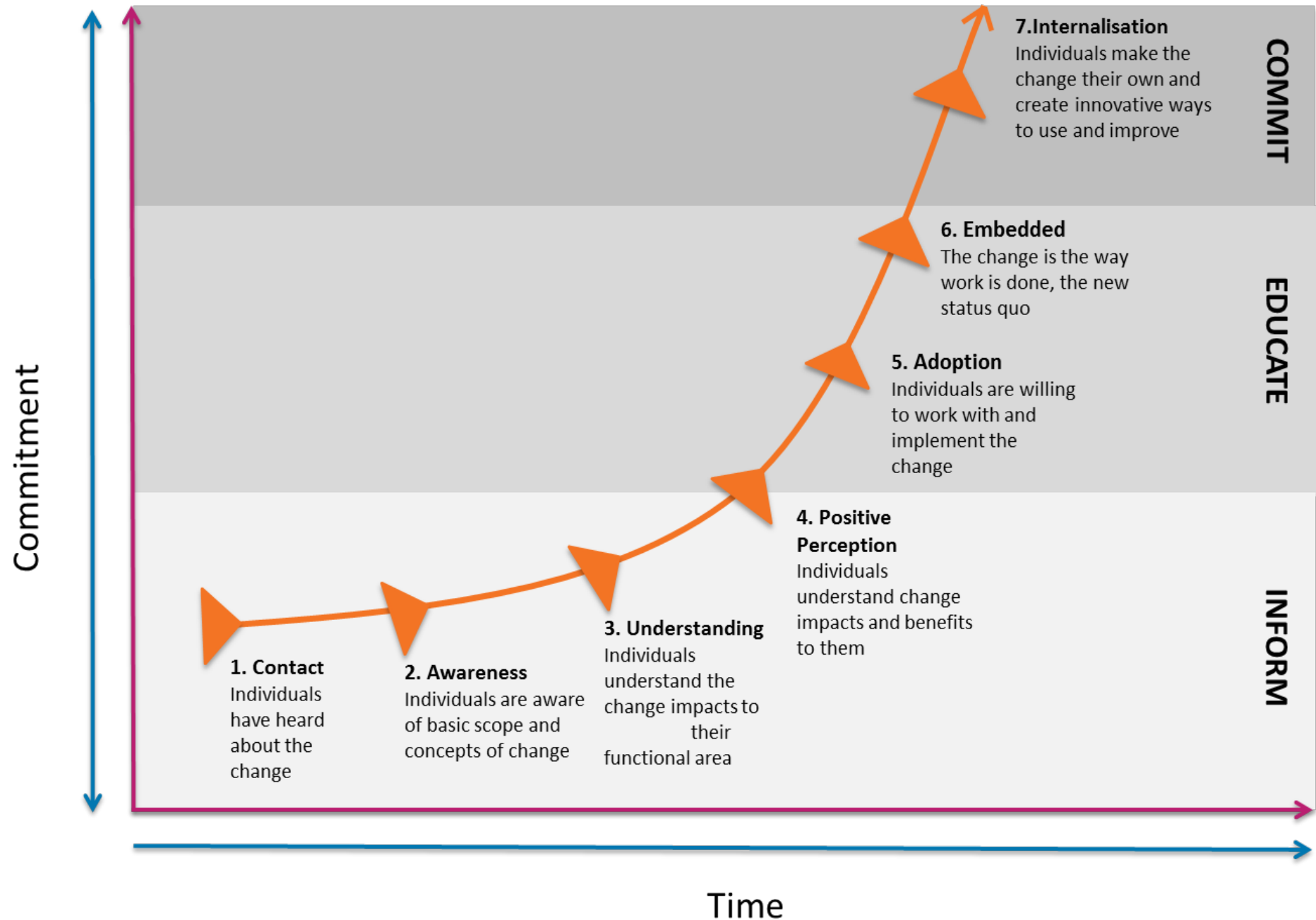
What is their stake in this?

What engagement approach
does each stakeholder need?

	High Influence	Medium Influence	Low Influence
High Impact	Prioritise	Prioritise / Engage	Engage / Consult
Medium Impact	Prioritise / Engage	Engage	Consult / Inform
Low Impact	Engage / Consult	Consult / Inform	Inform

Where are they now on the change curve?

Where do we want to take them?



Earn and keep
earning trust.

“A lack of trust is the number-one culture killer. People shared that they identify a healthy culture by the trusting relationships that exist.”

Learn more in →



Available in all good bookstores

Create a compelling case.

What is the story?

What problem are you trying to solve?

What are the benefits?

What will resonate with the audience?

What is the story?

What problem are you trying to solve?

What are the benefits?

What will resonate with the audience?

Cost of employee training per year:

\$1,115

Cost of employee turnover

\$10,000

Number of Employees:

166

Total cost of program:

\$185,090

Retained Employees

61 retained of 86

= \$610,000

Net Benefit:

\$424,910

Return on Investment:

230%

Foster inclusion and
collaboration.

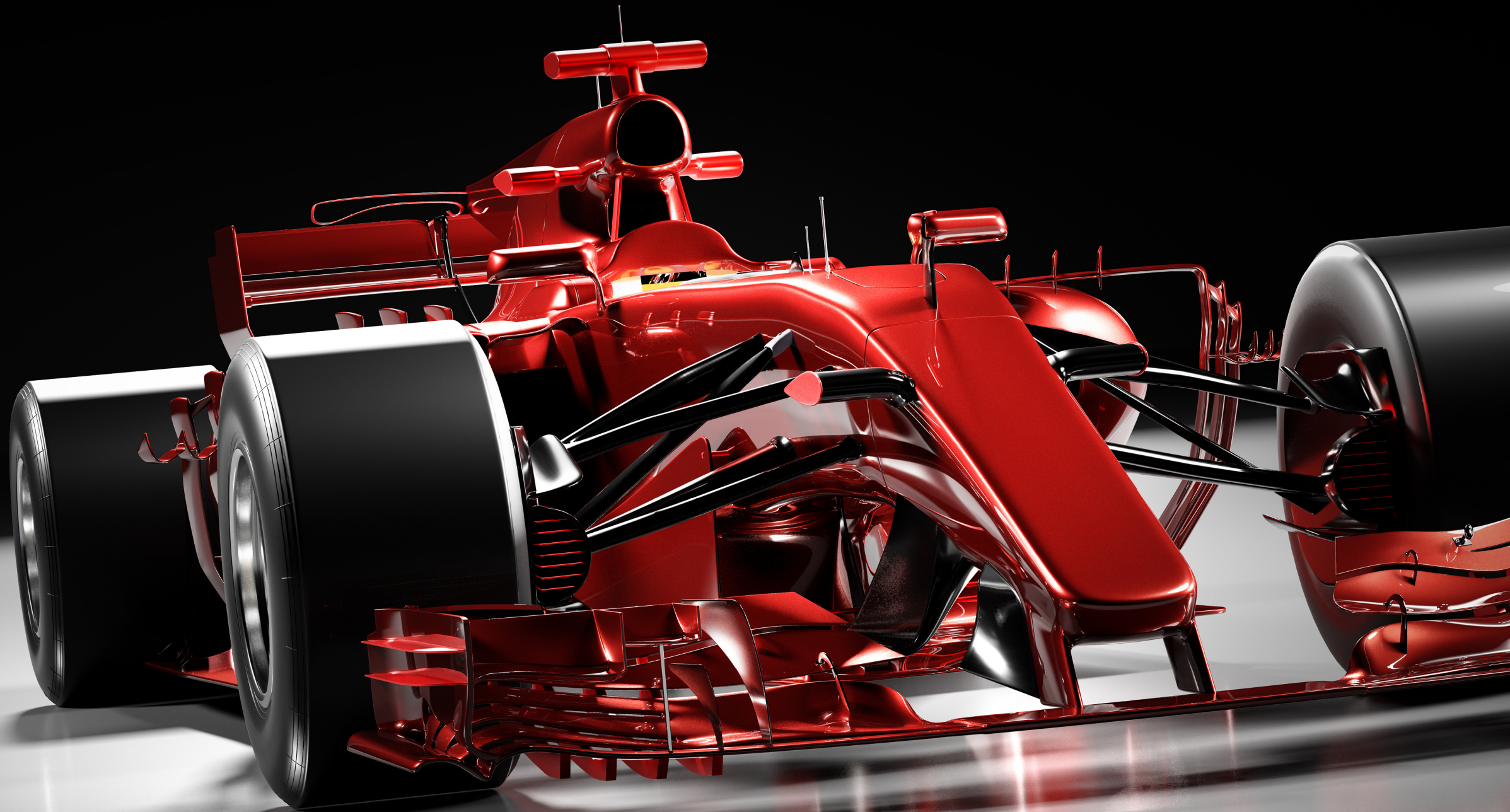
“53% of people surveyed said collaboration and teamwork are an essential part of a healthy culture.”

Learn more in →



Available in all good bookstores





Celebrate the wins.



Start with people, not technology

Earn trust.

Create a compelling case.

Foster inclusion and collaboration.

Celebrate the wins.

GAINING BUY-IN: STRATEGIES FOR IT LEADERSHIP TO INFLUENCE KEY STAKEHOLDERS IN ORGANISATIONAL PROJECTS.

Winning at Work

A program for Emerging Female Leaders.

- Learn to build deeper conviction through understanding your personal values, your value and your vision
- Learn the steps to becoming fiercely capable in order to cut the key to your next opportunity and pave a way for success
- Learn how to build your brand and build trusted relationships
- Learn how to combine all the right ingredients for Winning at Work



Scan the QR code to express interest in one of the limited spaces.