



3 Minute Mentor

Episode 13 Show Notes

What do you mean by approach?

In episode 2 I talked about the importance of Content, Approach and Network and we expanded on Content in episode 10. This time we are going to focus on Approach. Approach is not about what you know, but how you use what you know.



1. It's about how you work

- Are you able to get going or do you need someone to explain every task?
- How do you analyze and solve problems using data and provide insights not just your opinion?
- Are you good at presenting your ideas in a logical and compelling way?
- Do you provide work that can be used quickly or does it take a lot of rework?

2. It's about how you work with others

- People will often ask 'how well do you play with others?'
- Can you escalate successfully getting resolution without unnecessary conflict?
- Do you always have to lead or can you play backup when needed?
- In difficult situations, can you bridge to others and form alliances?

3. It's about how you lead

- When you are the leader, can you bring a team together and drive them? Faster than they want?
- Do you deliver on time? Do you know how to escalate and be escalated?
- At the end of the project, does the team feel like credit and success was shared?

Bottom Line: Getting the job done is one thing, but if there are dead bodies all around at the end of it, you will not be someone people want to work with nor, in the long term, someone that will survive.