

THE STRATEGIC NO

Strengthening Procurement Leadership Through
Clear, Confident Communication

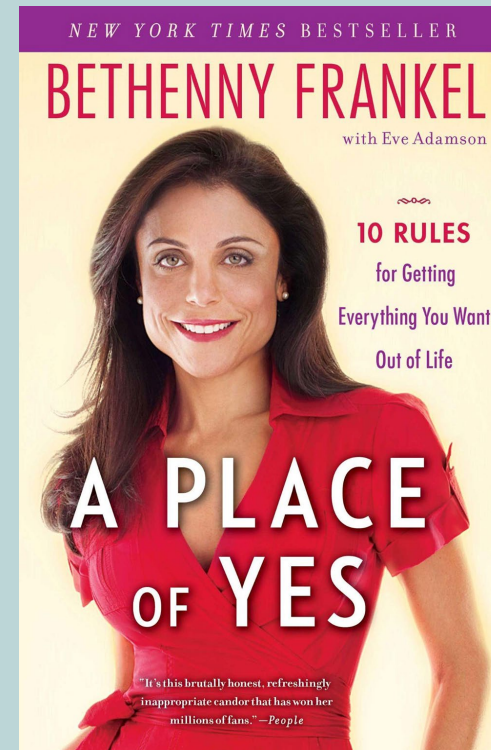
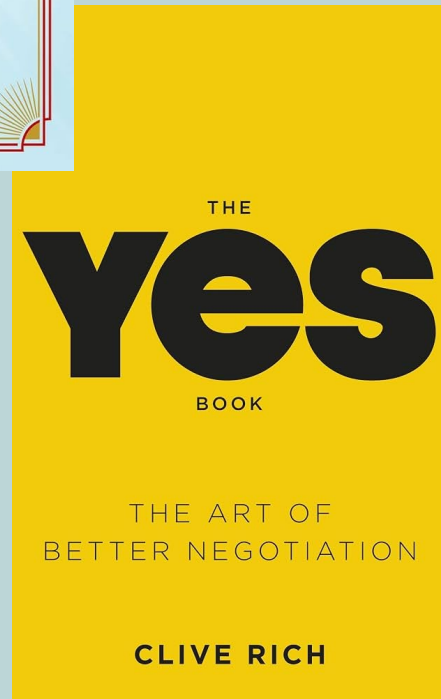
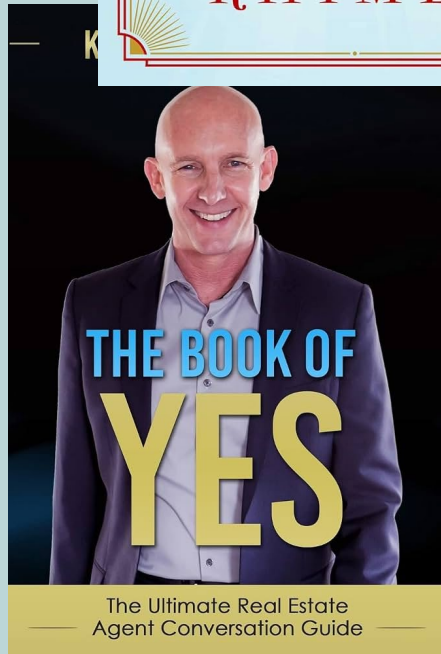
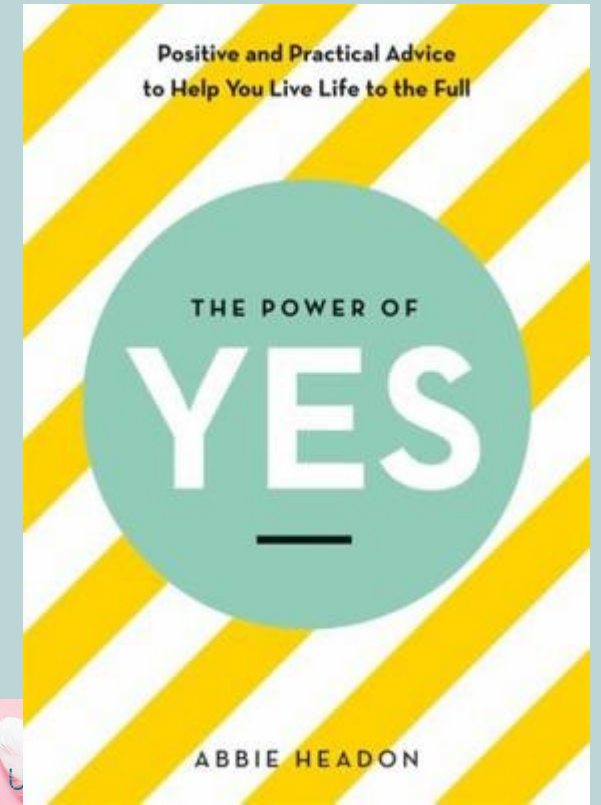
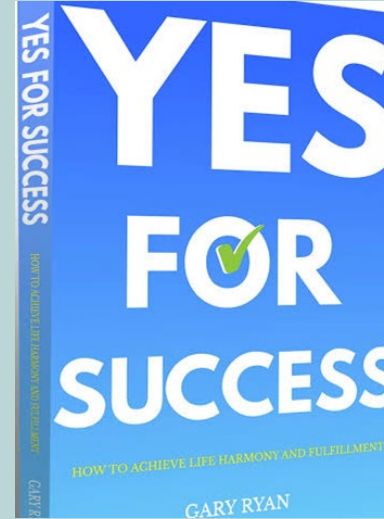
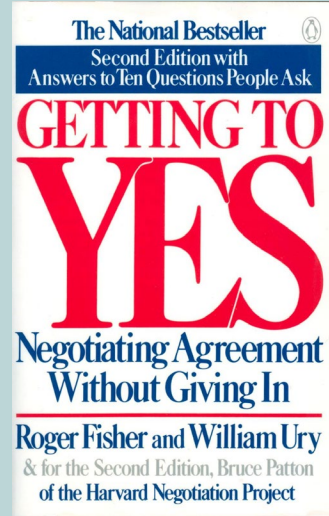
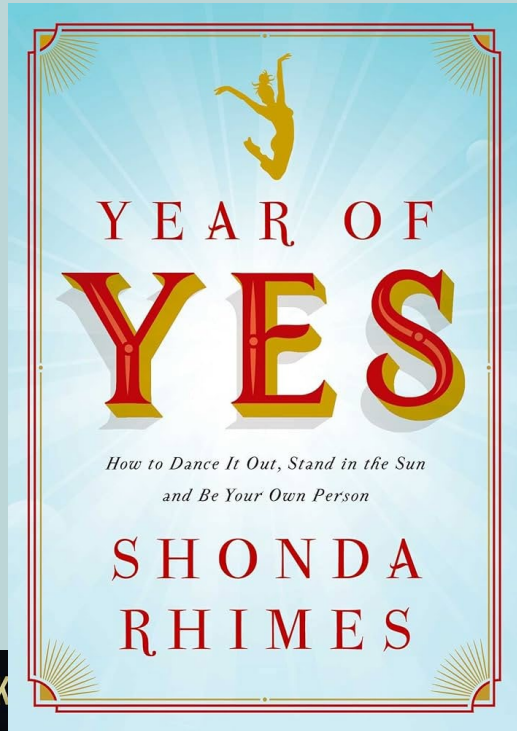
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WHO HERE HAS EVER DONE
SOMETHING
YOU DIDN'T WANT TO DO?

WHAT'S YOUR WORD?

I WAS SAYING YES
TO EVERYONE
BUT MYSELF.

YES.



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THE COST

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One Procurement Salary
=
\$3 Million Savings

STOP BEING
AGREEABLE

START BEING
VALUABLE

01 SELF-AWARENESS

02 REGULATION

03 DISCERNMENT

04 COURAGEOUS LEADERSHIP

WHERE ARE YOU?



26%

OF PEOPLE SHOWED A MEASURABLE CORTISOL STRESS RESPONSE
SIMPLY BY OBSERVING SOMEONE ELSE UNDER STRESS.

*Engert, V., Plessow, F., Miller, R., Kirschbaum, C., & Singer, T. (2014). *Cortisol increase in empathic stress is modulated by emotional closeness and observation modality*. *Psychoneuroendocrinology*, 45, 192–201. DOI: 10.1016/j.psyneuen.2014.04.005.

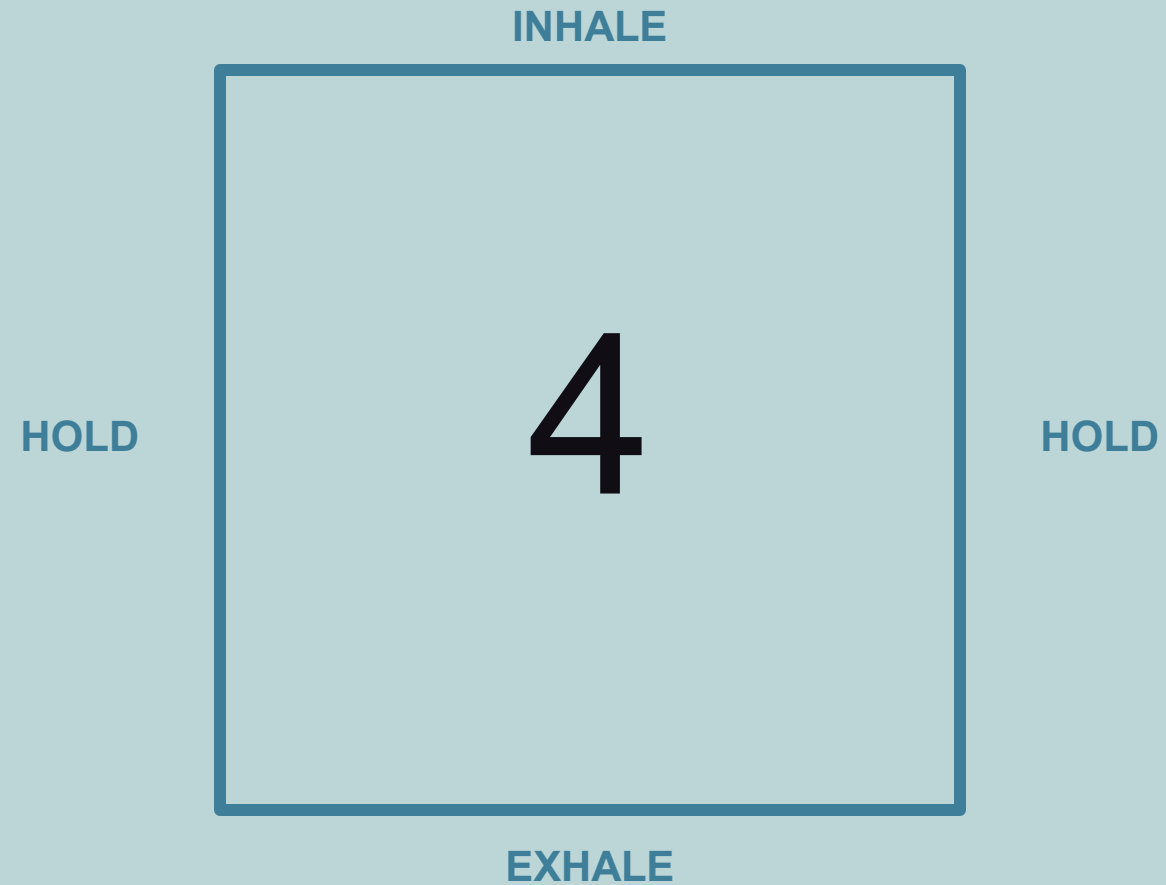
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THEIR URGENCY



YOUR URGENCY

BOX BREATHING



NO IS NEUTRAL.

PRACTICE WHEN
THE STAKES
ARE LOW.

WIN / WIN

Definition from The 7 Habits of Highly Effective People

Win/Win is a frame of mind and heart that constantly seeks mutual benefit in all human interactions. Win/Win means that agreements and solutions are mutually beneficial, mutually satisfying. With a win/win solution, all parties feel good about the decision and feel committed to the action plan. -*Steven Covey*

COURAGE + CONSIDERATION

HIGH COURAGE

WIN/LOSE

WIN/WIN

LOW
CONSIDERATION

HIGH
CONSIDERATION

LOSE/LOSE

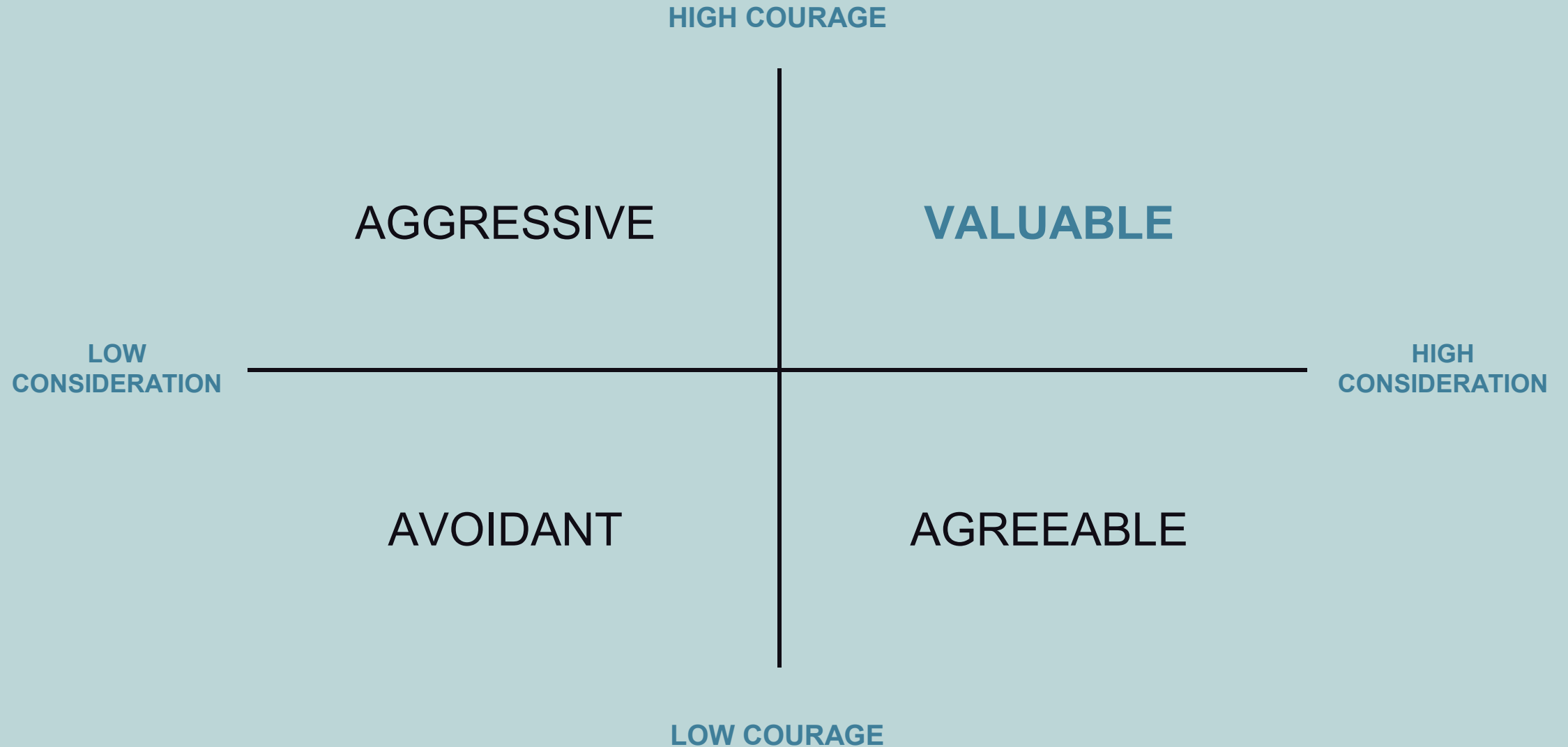
LOSE/WIN

LOW COURAGE

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WHAT'S YOUR WORD?

WHERE DOES THAT MOMENT LIVE?



STOP BEING AGREEABLE.
START BEING VALUABLE.

WHAT IS THE
GREATER CONTEXT
OF YOUR LIFE?

LEADERSHIP
CAREER
RELATIONSHIPS
IMPACT
LONGEVITY

What kind of procurement leader do you want to be known as?

What do you want your team to experience because you led them?

What do you want your agency to be better
at because you were there?“

Is this the year you get your credentials,
or earn another credential?

Is this the year your agency becomes an AEP Award recipient?

DOES THIS DECISION MOVE ME

TOWARD

THE GREATER CONTEXT?

3 WAYS TO COMMUNICATE COURAGEOUSLY

1. NO BLAME.
NO SHAME.
NO AVOIDANCE.

2. BE DIRECT.
CLEAR.
CONCISE.

3. OFFER AN ALTERNATIVE

(if possible)

**“I AM A COURAGEOUS
COMMUNICATOR.”**

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LET'S CONNECT

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