

this “*future world*”. If they’re canny, they would have encouraged articles in related trade press spreading the same message. This is all designed to get your own people buying the vendor’s product rather than adopting to the new world. If you haven’t had that conversation about the future and painted that path, this can make it much harder for you to overcome any “*loss of political capital*”.

You can try and say, “*don’t worry but will invest in retraining*” but this is also where any past Machiavellian efforts or brutal corporate action will bite you in the bottom. If there exist doubt in your trustworthiness then they won’t follow but will resist. Whatever you do, as annoying as it is to be confronted by this — remember one thing. They are behaving perfectly rationally. You are the wally who left it late to deal with a highly anticipatable change and therefore caused the mess. If you want someone to blame, buy a mirror.

Unfortunately, we all make mistakes. This is also why you must always consider not only our action today but the future consequences of such action. Having that trust can bail you out of your own face palm. However, we’re not in that position with the LFP scenario yet. We shall assume we have a team who can have an open and honest conversation. We can anticipate where the future is heading with the map and we’re going to share this. We’re going to have that discussion and invest time and money in bringing our systems and security teams into this new world with new skills and new capabilities. We leave no-one behind and we certainly don’t turn up five years late to the battle in a blind panic.