

Note to course attendees

- This slide set provides a high-level outline of the material that will be presented and discussed in the course.
- A more detailed set of slides will be presented, and those materials will be available to you after the course.
- Taking your own notes during the course is strongly recommended as leadership is a personal endeavor. Capturing your own thoughts and perspectives will aid your development as a leader.
- You can use these slides as a preview to print out and as a guide for taking notes during the course.

Leadership for Statisticians

The Bridge from Innovation to Practice

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Statisticians are creative and want to innovate

- We are passionate about developing new methods
- We look for applications of new ideas and for novel applications of existing methods
- We believe new approaches can bring value to our organizations

But we often struggle to get our collaborators and business partners to listen ... Why is that and what can we do about it?

A failure to lead

- A learning experience from early in my career
- My “innovative” idea
- Moving the idea forward ... or not
- Lessons learned

Laying some groundwork

- What is Innovation?
- What is Leadership?
- What does leadership require?
- Emergent leadership
- The leadership bridge

Some important professional communications

- A strategic proposal to some business partners/collaborators
- Product/molecule decision committee presentation
- Critical analysis in support of change in scientific direction
- Seminar to a diverse group of scientists
- Job interview for your current position

What do these all have in common?

Re-thinking communication

- The foundation for leadership
- What's your goal?
- Basic preparation
- Speaking up ... and listening

More communication guidance

- Modes of persuasion
- Framing
- The rule of 3's
- How to “stand & deliver”

Business Acumen: Reflections and experiences

- BA and Statistics: A powerful combination
- Helping the business
- The importance of strategy
- Some lessons of business acumen

The basics of business acumen

- What is business acumen?
- Understanding information flow in business
- How do you build business acumen?
- The role business acumen plays in leadership

More on business acumen

- Strategy ... leadership is a process
- Finance ... Follow the money
- Market Orientation ... who's the competition?
- Politics ... Yes, they exist

Networking: Connecting and learning

- A moment of enlightenment
- Networking successes and failures
- Why network?
- A path to business acumen and trust

Networking guidance

- Back to communication (and listening)
- Getting out of you comfort zone
- Preparation
- Meeting and reflecting

Identifying Professional/Executive Presence

- Where do you see it?
- Observations and examples
- Who and what stands out?
- De-constructing “gravitas”

Understanding Professional/Executive Presence

- What is professional/executive presence?
- EP and Leadership
- Dimensions of Executive Presence
- Improving your “presence”

Moving your leadership development forward

- Summary points
- Guidance on next steps
- A final thought