

SPEAKING TRUTH TO POWER & NAVIGATING POWER DYNAMICS AT WORK





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My Points of View





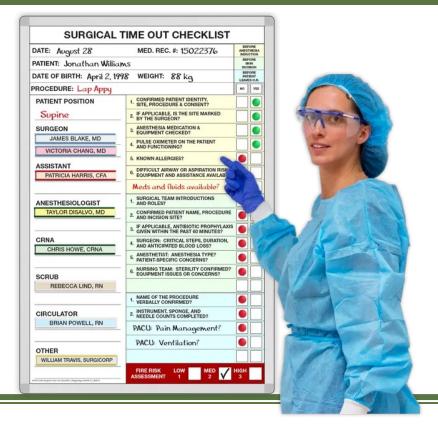




How would you feel if you had to pause a "timeout" prior to surgery?



Sometimes it's especially important to do things right.





Homeland Security tells us....



Was it good idea?



What is Power?



Who has a voice?



Whose opinion matters?



How do we create this dynamic?



Learning Objectives

- 1 Identify power dynamics in a given situation
- Consider the multiple perspectives involved
- 3 Create opportunities to make your voice heard

It's all about You.

Because we can't change anyone else....

How would you categorize yourself?

The order and strength of the four colour energies in each participant generates eight types:

Director | Extraverted Thinking | Results focus, decisive, assertive

Motivator | Extraverted Intuition | Drive, enthusiasm, positive thinking

Inspirer | Extraverted Feeling | Persuasive, creative, people skills

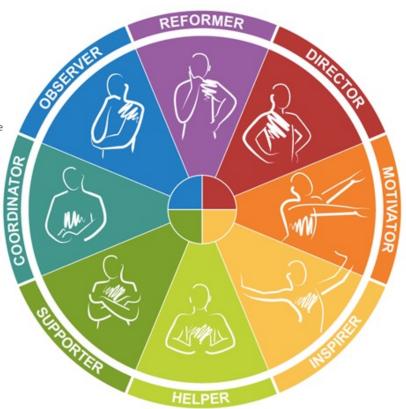
Helper | Introverted Intuition with Extraverted Sensing | Flexible and helps others, shared ideas

Supporter | Introverted Feeling | Listens, loyal, team approach

Coordinator | Introverting Sensing | Planning, organising, time management

Observer | Introverted Thinking | Sets standards, Product knowledge, analysis

Reformer | Extraverted Sensing with Introverted Intuition | Determination, monitoring performance, discipline



Which of these characters is most like your supervisor?



Princess Leia



Darth Vader

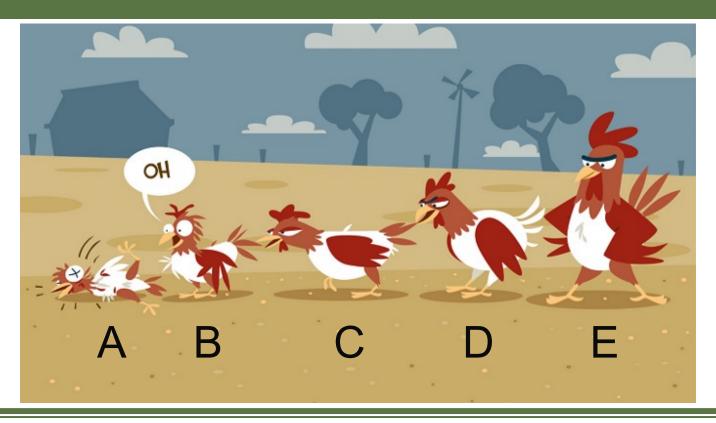


Gandalf

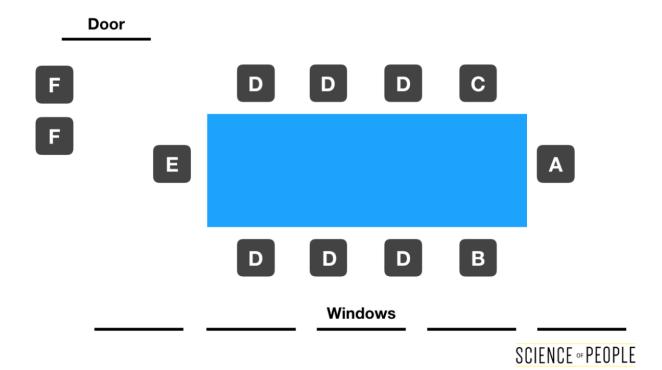


Enola Holmes

Where are you in the pecking order at work?

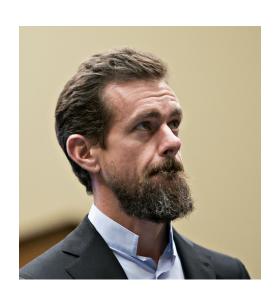


Where do you usually sit?

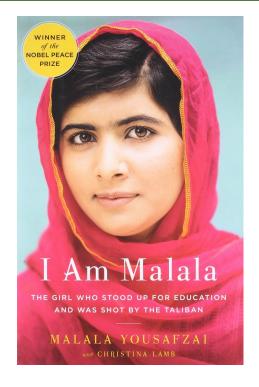




The Changing Face of Power







The Other Side of Being in Charge

Are you...

helping?



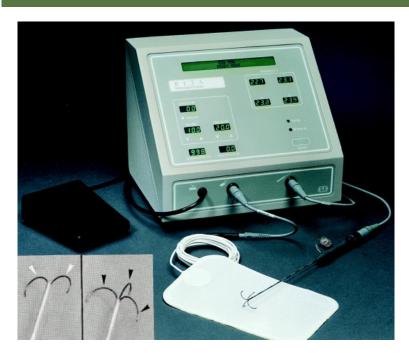
hurting?

Questions?

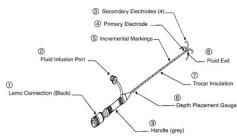
Goal

My goal is to help you develop more comfort with communicating difficult truths.

Multi-Center Prostate Cancer Ablation Study





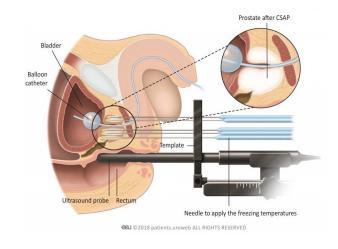




What is your role?







"Teddy, am I doing this right?"

How would others categorize you? How do you reposition yourself?

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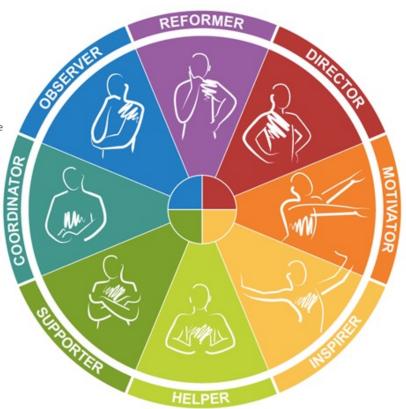
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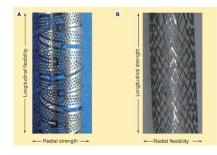
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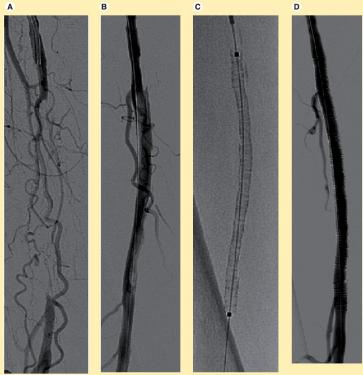
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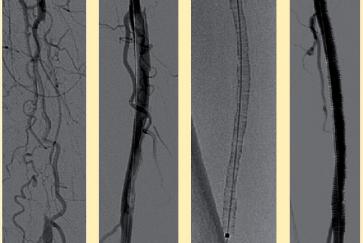
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Samba SFA Stent





Jet-Lagged in Germany





Building Rapport by Hanging Out and Getting to Know the Team



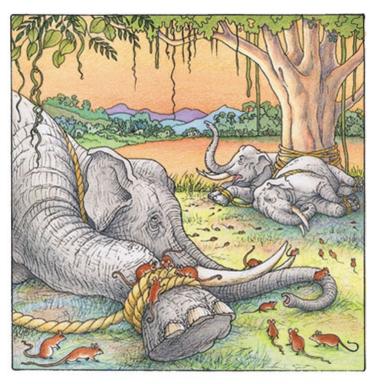
Questions?

Being Prepared for Trouble

Build affirmations and rewards.



Show them how you can help with their problems.



Once upon a time, a group of rats were living happily under a tree in a forest. On a sunny hot day, a group of elephants, in search of water walked through the area where the rats were living. As the elephants walked, they destroyed the homes of those rats and even killed some of them. The rats ran to the king of the rats for help.

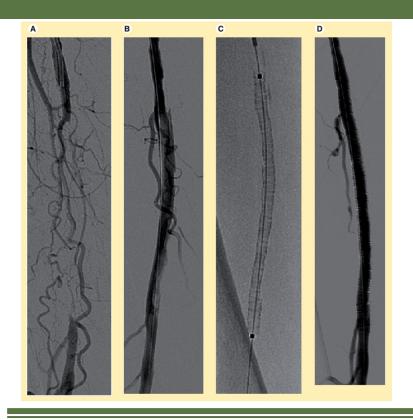
The king of the rats went to the chief of those elephants and requested that they take an alternative route to the pond. The chief of the elephants accepted the request of the rats and asked the other elephants to go the other way, without disturbing the rats.

The king of the rats was very happy and pleased by the gesture of the chief of the elephants. He thanked the elephants and promised that in return the rats would surely help the elephants when needed in the future. Hearing what the rat said, the elephants laughed thinking how could a small rat help big elephants.

After a few months, on another pleasant day, when the rats were playing they heard a loud shouts of elephants coming from the direction of the pond. The king of the rats realized that the elephants were in danger. He asked some of the strong rats in his group to come along, and they went in the direction of that sound.

Near the pond, they saw the elephants captured in traps set by some hunters. The rats quickly started biting the ropes, and soon the elephants were set free. The elephants thanked the rats and also apologized for making fun of them the other day.

Stop the Trial?



Smart, honest CEO cared about patients

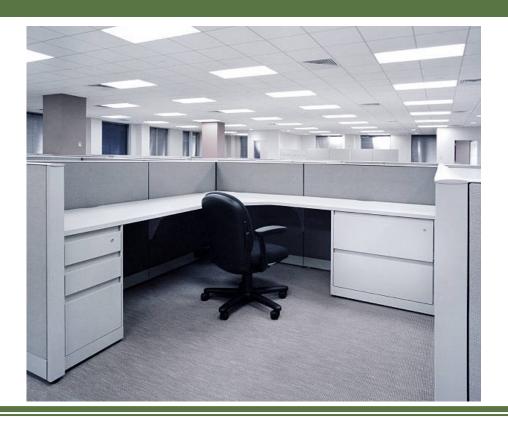
Stent expected by leading physicians to be the best in class

Stent delivery system worked well for some doctors but not others

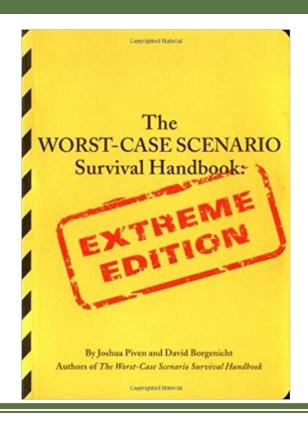
Pressure from investors to continue

Bad results could doom the company

The Trial Continued



How to Survive

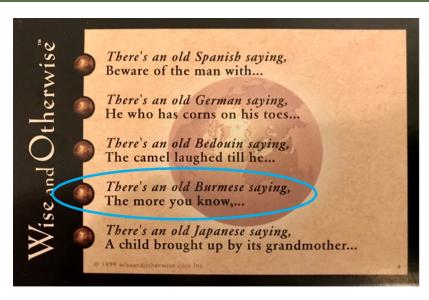


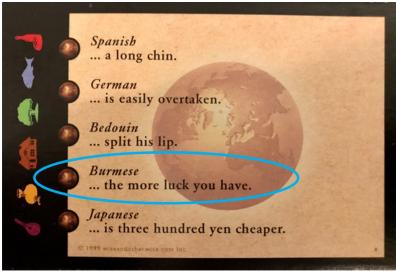
High Stakes Situations

He wanted me to finish the procedure!



Luck never hurts!





The more you know, the more luck you have.

Thank You

Questions?