

Sub-Cohort Graduation Presentation

Giving a presentation, particularly when your audience includes many high-level executives (including your boss!), is not something many individuals would jump at doing.

However, being a leader means having the **courage** and **confidence** in the face of fear to step out of your comfort zone and **lead**. Confidently presenting ideas, telling a compelling story, and gaining interest and support, are essential skills for strong, influential leaders. It is also the ideal opportunity to build your personal leadership brand in the eyes of your peers and superiors.

While you have been working on individual leadership throughout the TechLX program, here is your opportunity to collaborate with your peers and lead as a **team**.

It is also an opportunity for the CIOs and IT executives who sponsored you in the TechLX program to see first-hand its benefits and how it has helped your leadership development (their return on the investment).

In the month prior to the graduation, each sub-cohort will schedule a meeting to build a short presentation on what each individual found personally valuable in the TechLX program and how it will help them in their careers as IT leaders.

These presentations will be a central part of your graduation celebration!


Tips for Success

- ✓ Take notes in the *Marketing a Technology Organization* workshop. This workshop offers important advice on communicating value and benefits.
- ✓ Reflect on what aspects of TechLX were especially valuable to you – make it personal.
- ✓ Make sure every individual in the sub-cohort has a chance to share their story.
- ✓ Show definitively how the TechLX **has** and **will** help your career as an IT leader.
- ✓ Be creative – you can talk, use a PPT, create a video, whatever inspires you.
- ✓ Keep it clear and concise (~5 minutes in length).
- ✓ Consider your audience – what would resonate with/influence them?
- ✓ On the big day, give your presentation with enthusiasm!

Sub-Cohort Graduation Presentation Examples

The following are examples from previous TechLX sub-cohorts' graduation presentations. These examples are all pulled from a larger presentation (usually 3-4 slides long) that included the presenters' names/titles, program highlights, impactful moments, future plans, etc.

Key Takeaways



- Management and leadership require different skill sets
- Success hinges on earning trust and building relationships
- Know what matters to others by assessing their interests
- Always speak in terms the client understands
- Build credibility and partnerships by marketing the value of IT
- Connect the dots between features and benefits
- It's not about technology; focus on business impact
- When we help others succeed, we succeed
- We manage a volunteer army

The Best Application To Our Lives

- Marketing the value of IT had direct relevance to current projects
- As Leaders we need to know our clients
- Where are we going? Why? How are we getting there?
- The HEAR Model
 - Hear our clients
 - Empathize
 - Analyze
 - Respond
- Continually move our organizations up the IT Maturity Curve

Learning

How have you been able to use what you have learned in your work life?

- Mentoring
 - Talk about real situations
 - Feedback in real time from people who have lived it
 - Outside perspective
 - Help with confidence
 - Career advice
- Ways to increase team engagement
 - Focus on the people aspect of management
 - Manage time and expectations
- CIO Feedback
 - Limit time with meetings
 - Push for cloud