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## Scenario Work: A Practical Application of Our Learning

2018 LCLD Pathfinder Program

April 5 – 7, 2018

John “*The Purple Coach*” Mitchell

## Our Agenda (From an Intuiting Perspective)

- A chance to get some experience applying all the concepts we’ve been learning



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## Our Agenda (From a Sensing Perspective)

- Review Key Concepts from Program
- Seize Opportunities and Manage Potential Challenges
- Explore and Develop Your Leadership Style
- Tools and Opportunities to Grow as a Leader
- Group Role Plays with John
- Individual Role Play
- Learn Something New About Career Success
- Achieve Your Goals – Change the World!



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## Playing The Hand You’ve Been Dealt



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## Changing The Hand You've Been Dealt



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## Career Growth Expanding Skills & Opportunities

- Involvement
- Development
- Access



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## Where & How to Get Involved (Organizations to Raise My Profile)

- Where to get involved?
- How to get involved?
- Assessing the cost/benefit analysis



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## Increasing My Presence & Oral Advocacy Skills

- Finding venues/opportunities to practice
- Defining your Practice & Developing Expertise
- Expanding your comfort zone as a Leader



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## Maximizing Your Network Working with Peers & Friends

- Your Employer
- LCLD
- Techniques to develop business opportunities through your network
- 5 minute “quick plan” – what business opportunity is critical to the next step in your career



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## Learning About My Clients

- How do you learn about your clients
- How do you learn about your potential clients
- Are you a deep expert in your client’s business



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## Creating Opportunity



Exits as Options – Leaving versus Creating Change



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## 7 Career Disrupting Scenarios

- I don’t understand your request
- I disagree with your feedback
- I’m willing to become a \_\_\_\_\_ (specialization) attorney
- Too busy to have a career plan
- It is not my job
- Not getting picked for a big project or trial/deal team
- Passed over for Promotion



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## Delegation | Big Picture Perspective

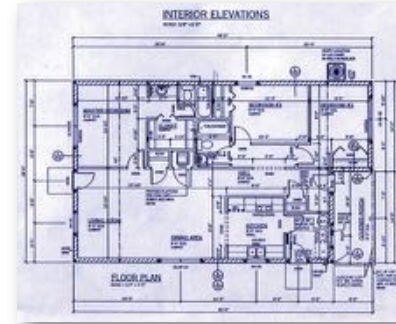


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## Delegation | A Detailed Perspective



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## Typical Law Firm Feedback



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## Common Feedback Approach



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## Feedback - Desired Approach



## Achieving Mastery Partner's Perspective



## Achieving Mastery YOUR Perspective



## Career Plan



## Not My Job



## Pick Me!



## The Promotion



## Is IS Impacting Your Response?!



## Group Role Play: Internal Client Chaos

John: Director level Product Manager  
LaKeisha: Law Department, Assistant Lead Counsel,  
Small Business Advisory Team

Big Four Tax Consulting Firm is rushing to get new products to market to help smaller businesses deal with the new tax bill. Huge opportunity to up sell additional services.



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## Individual Role Play

1. Pair off with the person next to you
2. Pick one of the 7 Career Disrupting Scenarios (listed on next slide)
3. Quickly brief your partner on your scenario
4. You play yourself and your partner plays the antagonist
5. Role play 5 minutes of conversation
6. Spend 2 minutes debriefing the conversation
7. Switch Roles/Repeat Steps 1 - 6



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## 7 Career Disrupting Scenarios

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## Individual Role Play Debriefing

- What did you learn about yourself?
- What parts of your approach worked?
- What parts of your approach did not work so well?
- What will you change when you do this at your organization?



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**Thank You!**

**John E. Mitchell**

**KM Advisors**

**1341 W. Fullerton Avenue #222  
Chicago, IL 60614  
(773) 486-4620**

**[PurpleCoach@KMAdvisors.com](mailto:PurpleCoach@KMAdvisors.com)**



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