

#### **KIRSTIN AUSTIN**

Chief Learning Officer
U.S. Government Accountability Office







#### **KNOW THYSELF**

- What motivates you?
- What are your core values?
- What are your strengths?





#### **KNOW THYSELF**







#### **KNOW THYSELF**

- Make yourself useful.
- Be responsive and on time.
- Demonstrate core competencies.



#### **KNOW YOUR ENVIRONMENT**

- How does your business function support the mission of the organization?
- What are the current goals? What are the challenges that get in the way of meeting goals?
- How will you/your team support achieving the goals?



### **KNOW YOUR ENVIRONMENT**





#### **KNOW YOUR ENVIRONMENT**

- Be aligned.
- Innovate.
- Build relationships.



#### **KNOW YOUR TEAM**

- What is your team's role in the larger organization?
- What skills does your team bring? What skills do they need to develop?
- What support does your team need?





### **KNOW YOUR TEAM**





#### **KNOW YOUR TEAM**

- Listen, and then listen some more.
- Inspire.
- Be flexible.



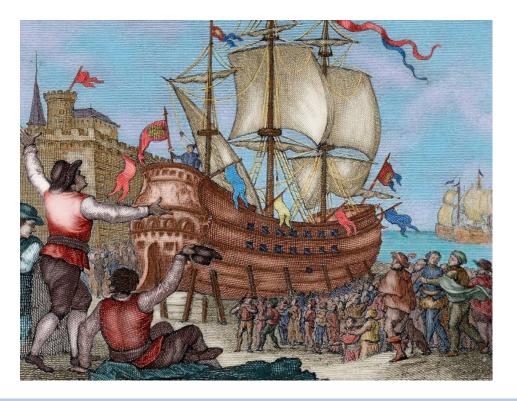


#### KNOW YOUR MANAGER

- What are your manager's goals?
- What are your manager's strengths and weaknesses?
- How do you support your manager?



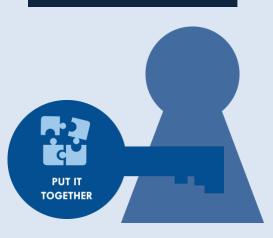
### **KNOW YOUR MANAGER**





#### **KNOW YOUR MANAGER**

- Be results-focused.
- Handle uncertainty.
- Model perseverance.

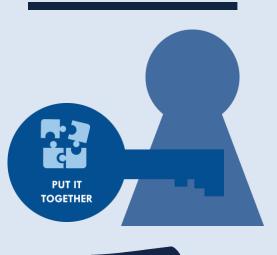




### **PUT IT TOGETHER**







#### **PUT IT TOGETHER**

#### **Know thyself:**

- Make yourself useful
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#### **Know your team:**

- Listen, and then listen some more
- Inspire
- Be flexible

#### **Know your environment:**

- Be aligned
- Innovate
- Build Relationships

#### **Know your manager:**

- Be results-focused
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# PUT IT ALL TOGETHER



