

“What you think” matters, when prepared

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Have you ever been asked a question by your boss or a corporate executive that you were unprepared to answer? Have you had opinions about the way things should be but you couldn't communicate them effectively at the moment of truth? If so, it was because you simply weren't prepared to answer with a constructive opinion or you had not thought about important issues in advance.

Quite often bosses or high-level executives will ask employees a question about operations, strategy, morale, or resources to see if their leadership team has missed anything or if employees have ideas the team never thought of. When this happens it's the employee's opportunity to shine with brilliance or creativity, but in many instances, the employee fumbles their words or just says “everything is good.” Trust me, when this happens, the boss or executive walks away not very impressed.

So how can you be prepared to impress someone with your important ideas or opinions? Take some time to prepare and update answers in your head to the following questions (even if you're not asked these exact questions, you may be able to extract portions of your prepared answers from any one of them for insight or answers to other questions):

1) *If you were the boss or CEO for one day, what changes would you make?* (This can give leadership some ideas or insight on how to improve morale, policies, strategies, or operations.)

2) *If you were the boss or CEO of a competitor, what would you do to outperform us or to take a share of our market?* (This can help leadership learn of a potential weakness they didn't realize they had, allowing them to come up with a strategy to eliminate or disguise that weakness so it can't be exploited by competitors.)

3) *What do you need that you don't*

have? (This enables leadership to get your resources that can improve your performance. If funds aren't available, they can budget for them. Knowing what you need shows you care and are perceptive of what it takes to succeed.)

4) *What do you have that you don't need?* (This helps leadership understand where waste may exist. When you help eliminate the cost of waste, you are showing you're a good steward for the company or organization.)

It's quite clear that intelligent, thoughtful, and current answers to these questions will have you highly regarded as someone who is forward thinking, on the ball, and concerned about the success of the company or organization. In time, you won't be the one providing answers and ideas, you'll be the one asking the questions. You'll move up and past your counterparts. You'll be the boss!

~ The End ~