

RMR Women in Leadership



**RMR Women in
Leadership Program**



Promoting My Value

Assumptions	Impact	Reframes

My Strategic Value Statement

I do (This) _____

for (Whom) _____

it provides (This value) _____

and here is my impact (Results) _____





The Subtle Art of Showing Strategic Value (promoting your value)



- Show others how what you are working on adds value to what they are working on
- Offer to help make others successful in their exciting projects
- Tell everyone what value you and your team added
- Ask for support / compensation
- Ask for feedback proactively
- Accept feedback willingly



- Show others what great projects you are working on
- Takeover exciting projects from others so you can take credit
- Tell everyone what you and your team worked on
- Ask for money
- Avoid asking for feedback
- React negatively to feedback

Script out a conversation you could have right now about your value. Answer the following:

1. What kind of questions can you ask about what's required to help in your role right now?
2. How are you uniquely placed to help?
3. What value does that bring?

How might you have this conversation?



Promoting My Value

What do I need to do?	Target date or check in	How can I measure success in this encounter?
1.		
2.		
3.		
4.		
5.		
6.		
7.		

Notes