

HerCsuite™

LEADER SERIES



Ann Carter, CPO

Best Practices for
YOUR CAREER AND BUSINESS



OBJECTIVES

- Find out how to use Emotional Intelligence.
- What to do if you want to make a pivot.
- How to maximize results with Purchasing.

POWER COLLABORATION STRATEGIES

Use emotional intelligence – ask for feedback. If you feel there are obstacles in your way, it is important to ask for feedback and learn from it. Listen to the feedback, course correct where you can be successful and remember to stay authentic to who you are. Ann recommends to “go for it, don’t look back and don’t let ethnicity be a hindrance.”

Be honest when you find you are stuck. It is important to remember you are the first person who can implement a change. Talk to other groups across your organization, share your interests and be sure to let your boss know what you want to do.

Considering a pivot – your skills are transferable. Ann made several career moves and she shares how leadership, analytical skills are all applicable in different roles.

Include face-to-face contact for global teams. Ann shares at the heart people are the same no matter where they are located. In addition to using video technology, there is no replacement for in-person connections.



NOTES

HOW TO WORK WITH PURCHASING

Collaborating with purchasing should include these 3 things:

- Get purchasing involved as early as possible in a project. Remember that purchasing are stewards in selecting 3rd party vendors are there to help.
- Make sure there is a clear definition of what it is you want. What is the product and service you need. Ambiguity makes the selection process difficult.
- Understand supplier selection is a process. It starts with selection and interview suppliers that have the right services and then choose the right partner.

Purchasing is an integral partner of an organization especially when natural disasters strike. Ann has a great story about how she formed a SWAT team to fly supplies to Puerto Rico after hurricane Maria. Curious? Reach out to Ann Carter in our community!



NOTES

EMPOWERED LEADERSHIP

Be prepared for opportunities to come your way.

Plan where you want to go and be ready for the chance to make a move. If you take too much time to decide the role may go to someone else.

Leadership means having faith and being eager to learn. As long as you are learning, the experience will follow.

Favorite resource

“Leading at the Edge” by Dennis Perkins, Margaret Holtman and Jillian Murphy.

There are 10 leadership principles and the one she likes the best:

“Never give up-there is always another way.”

Ann Carter.



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