Privacy Professional Boss Mode
What is your role?
influence
/ˈɪnfluəns/!
verb
get sh*t done
The impact of FUD & regulatory hammers dissolves over time.
From Compliance to Commitment

- “Just enough”
- Resentment
- Policing culture
- Hesitancy & the chance to draw back

vs.

- Acceptance of responsibility
- Reliable, consistent, self-sustaining
- Value-based behavior
Influence Self-Assessment

- Do people remember what you say?
- Do people carry your words to others?
- Do people learn from you and tell someone else?
- Do people seek out your opinion in hopes you will be a third party endorse to higher ups?
Being Heard Matters

getting to the table with a voice
People want results, not activity

- What are your goals?
- Who are the gatekeepers/stakeholders you need to reach your goals?
- What obstacles & pressures do they face?
- What opportunities do they crave?
- What do they need?
- What can you offer?
Steal these ideas!

- Tie privacy to the bottomline as much as possible
- Borrow tooling
- Improve data quality
- Reduce complexity
- Develop verbal skills & a vision
- Put time boundaries on risk acceptance
- Document descent
Becoming a Trusted Advisor

Think Strategically. Advise Constructively.
Advice Cheat Sheet

- Listen
- Ask questions & absorb the information
- Help think through the problem
- Offer information about the options
- Follow up (do the work)
Advising Senior Leadership

- Prepare 3 doable options
- Talk about doing nothing before the lawyers do
- Offer the option of doing something more
- Stay factual, real-time, and outcome focused
Do Something More!
DISCERNIBLE

THANK YOU

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