

Reduce Turnover and Retain Your Highest Performers By Supporting Their Success

Help Them Think, Act, and Perform Like a C-Level Executive™ With Executive Coaching

for Early Career Professionals



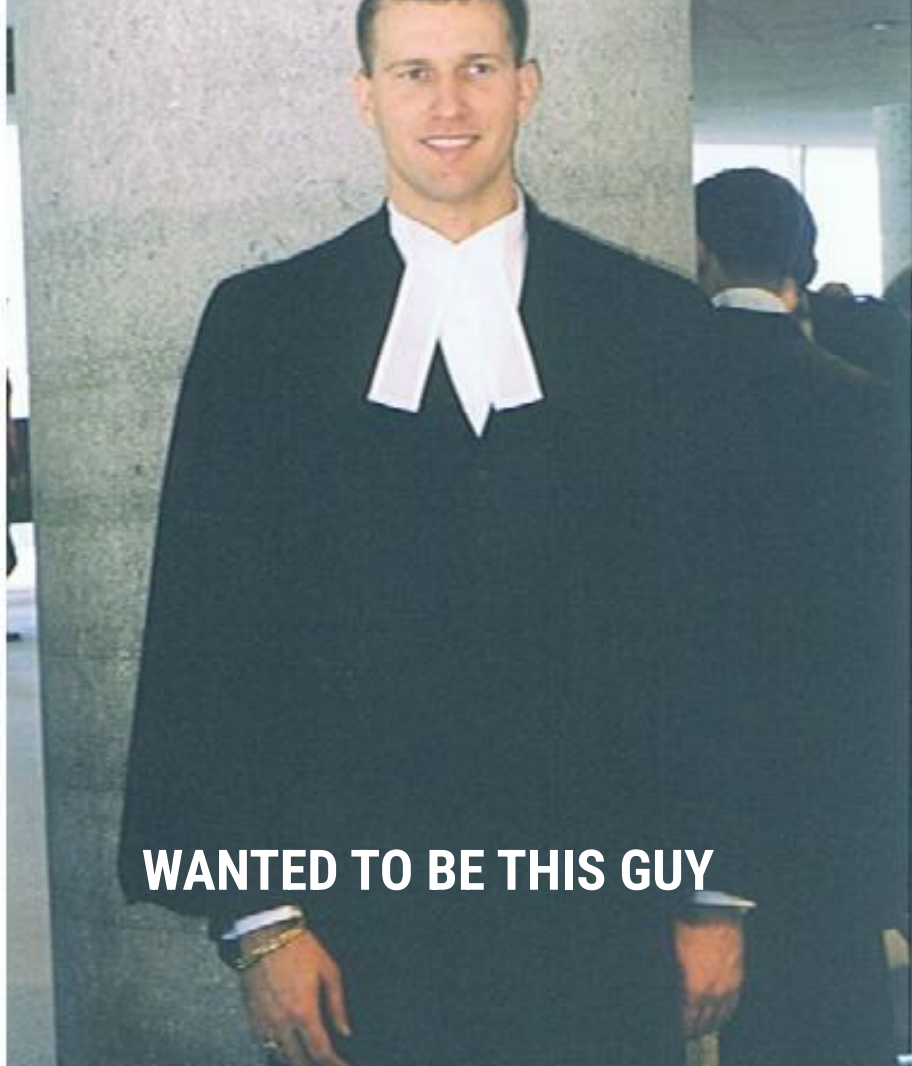
How to Think, Act & Lead Like a C-Level Executive
NISCL Membership Appreciation Week
NISCL - August 6, 2025



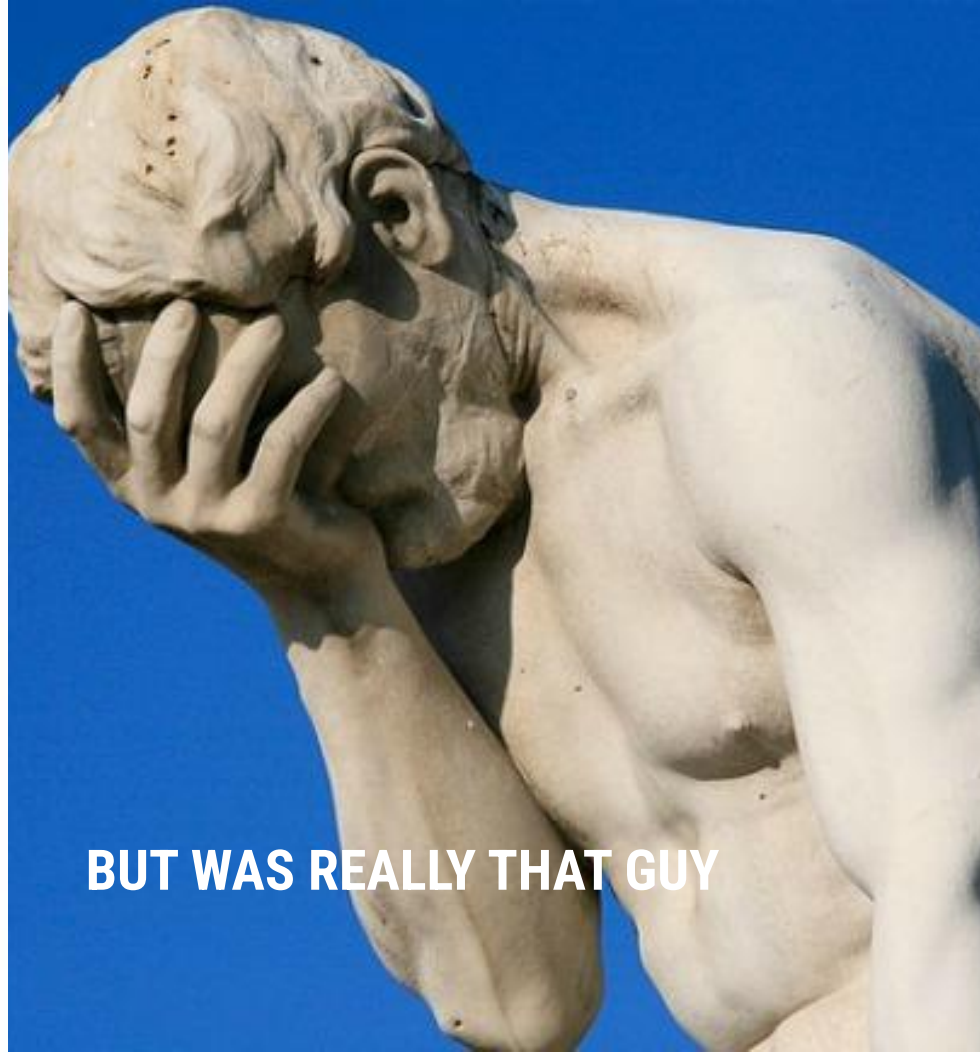




← ME



WANTED TO BE THIS GUY



BUT WAS REALLY THAT GUY

National Institute of
**SUPPLY CHAIN
LEADERS**



COMPLIMENTARY MEMBER-EXCLUSIVE LEARNING AND DEVELOPMENT SESSIONS

National Institute of
**SUPPLY CHAIN
LEADERS**



CELEBRATING MEMBERSHIP APPRECIATION MONTH

RENEW YOUR MEMBERSHIP

1
SESSION

How to Think, Act and Lead Like a C-Level Executive™

Wednesday, August 6, 2025 | Zoom

2
SESSION

Beyond Cost: Supply Chain and Procurement Executives are Leading Enterprise Strategy

Wednesday, August 13, 2025 | Zoom

3
SESSION

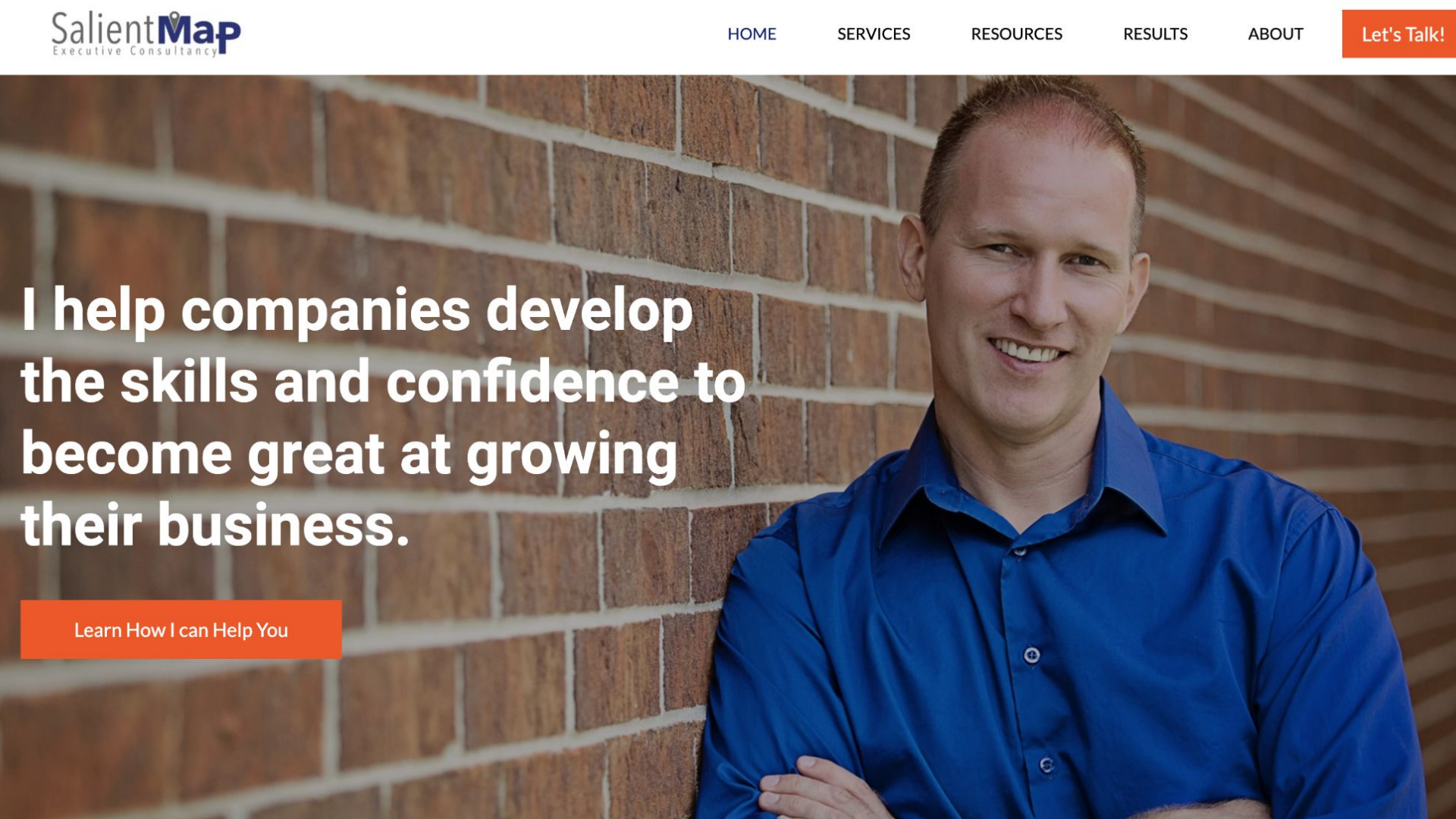
Positive Intelligence in Action: Navigating High-Stakes Conversations in Supply Chain

Wednesday, August 20, 2025 | Zoom

4
SESSION

Unveiling Your Brand: Personal Branding & Resume Mastery

Wednesday, August 27, 2025 | Zoom

A man with short brown hair, wearing a blue button-down shirt, stands with his arms crossed against a brick wall. He is smiling at the camera. The background is a close-up of the brick wall, with the man positioned on the right side of the frame.

**I help companies develop
the skills and confidence to
become great at growing
their business.**

Learn How I can Help You

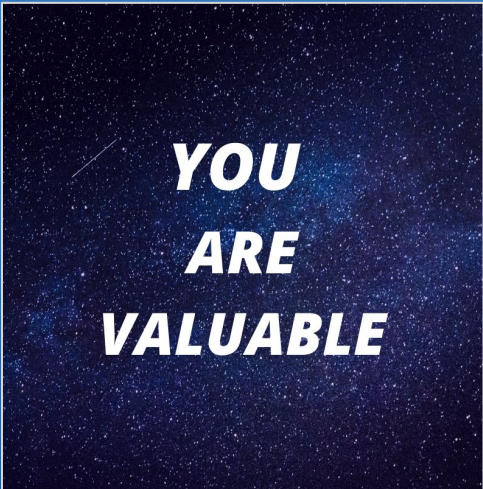
Reduce Turnover and Retain Your Highest Performers By Supporting Their Success

Help Them Think, Act, and Perform Like a C-Level Executive™ With Executive Coaching
to Develop Your Early Career Professionals

Schedule an Exploratory Call



TODAY - IMPACT & VALUE FOR NISCL MEMBERS



**YOU
ARE
VALUABLE**

**BETTER UNDERSTANDING
OF YOUR
PROFESSIONAL SELF**



**THINK, ACT, PERFORM:
PRACTICAL TAKEAWAYS
YOU CAN USE IMMEDIATELY**

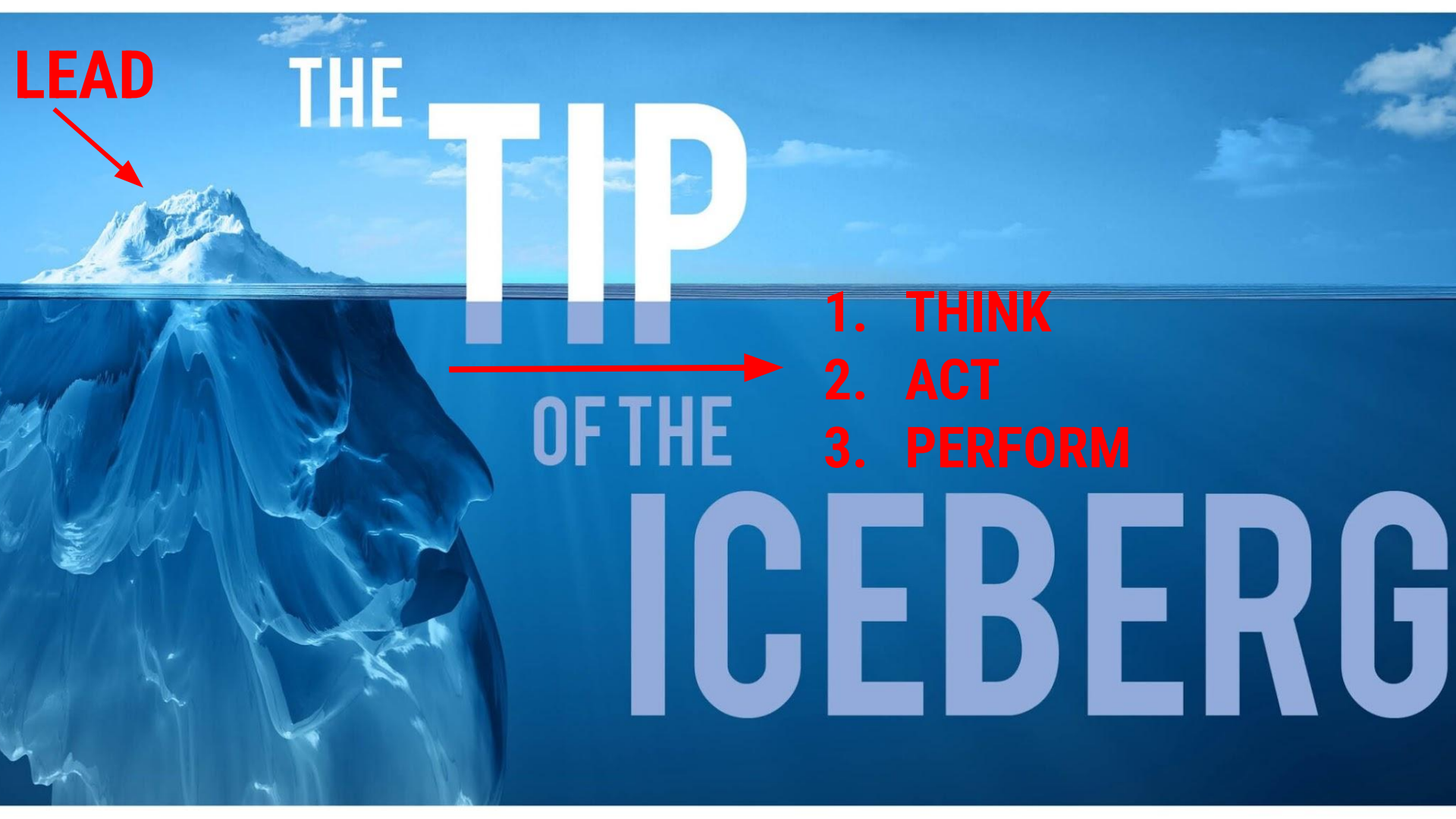


**INTERACTIVE
EXERCISES & AUDIENCE
PARTICIPATION**

How to take greater control over how others experience working with you

AKA - HOW TO LEAD





LEAD

THE
TIP

OF THE

ICEBERG

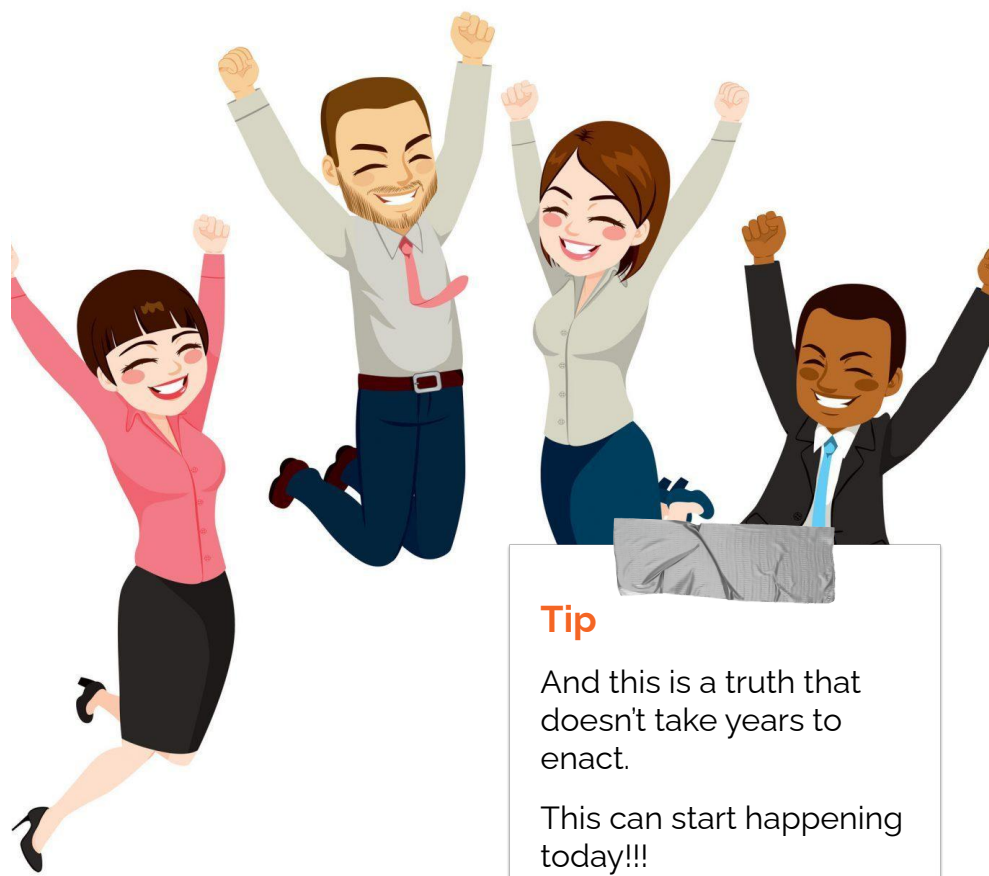
1. THINK

2. ACT

3. PERFORM

- Regardless of your job title
- Regardless of your function
- Regardless of your experience
- Regardless of your tenure

As an Early & Emerging
Career Professional, **YOU**
can **THINK, ACT**
and, without doubt,
PERFORM like a
C-LEVEL Executive!



Tip

And this is a truth that
doesn't take years to
enact.

This can start happening
today!!!

Macro Skills

Micro Skills

Macro Skills



Leadership Skills



Conflict management



Critical thinking



Strategy



Communication
planning



Organizational
skills



Decision-making
skills



Management

Micro Skills

Little everyday things that add up to a big impression:



Email practices



Eye contact



Making &
executing lists





**Every lego brick
represents some
aspect of your career.**

- Skills
- Gaps
- Challenges
- Opportunities



=

Macro Elements



=

Micro Elements

SUPER HERO LEGO STATUES - SELF AUDIT

	MACRO (e.g. Strategy, Execution, Operations, Financials, etc)	MICRO (everyday “little” things I work on everyday that impact my reputation)
SOLID - feel I have it locked down		
WOBBLY - have a grasp, but not feeling confident		
MISSING - recognize these are gaps in my “hero statue” I want to learn more about		



Think

"Executive prep"

- All about your mindset
- Understanding people's perceptions of you

A person wearing a white long-sleeved shirt is shown from the chest up, holding a black marker in their right hand. They are writing the word "REPUTATION" in bold, black, uppercase letters on a transparent surface. The background is a plain, light-colored wall.

REPUTATION



Is there a framework or
is there a way I can think
about my reputation
so that I can make sure
that I'm on top of it,
understand it, and
manage it?



User Experience

UX - WHAT IS IT

Every Touchpoint is Important

26



You have a....



Activity:

Pick another person
at work that you admire
(or don't admire).

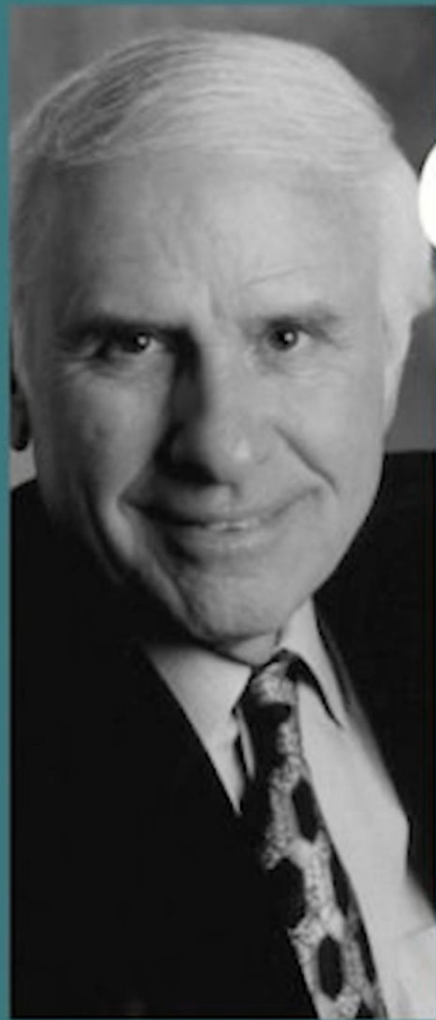
How would you describe
their UX?

What characteristics
do you want to emulate
or avoid?

Act

"Executive skills"

- Getting organized
- Managing your calendar
- Making effective lists
- Using tools and systems to stay on top and avoid pitfalls



“

*Either you run
the day or the
day runs you*

JIM ROHN

ACT: RUNNING YOUR DAY

GO ON OFFENSE!

THE ECP SECRET WEAPON!



To-Do List

1. Complete presentation for a client pitch.
2. Draft budget for project XYZ

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To-Do List

1. Complete presentation for a client pitch.
2. Draft budget for project XYZ
3. ~~Book time with manager to review budget~~
4. ~~Ask Jill about her research with potential vendors~~
5. ~~Follow up with hotel about conference room availability~~
6. ~~Book remaining 3 spots for tours this weekend~~
7. ~~Update manager with progress on project XYZ~~

Activity:

Go on offense!

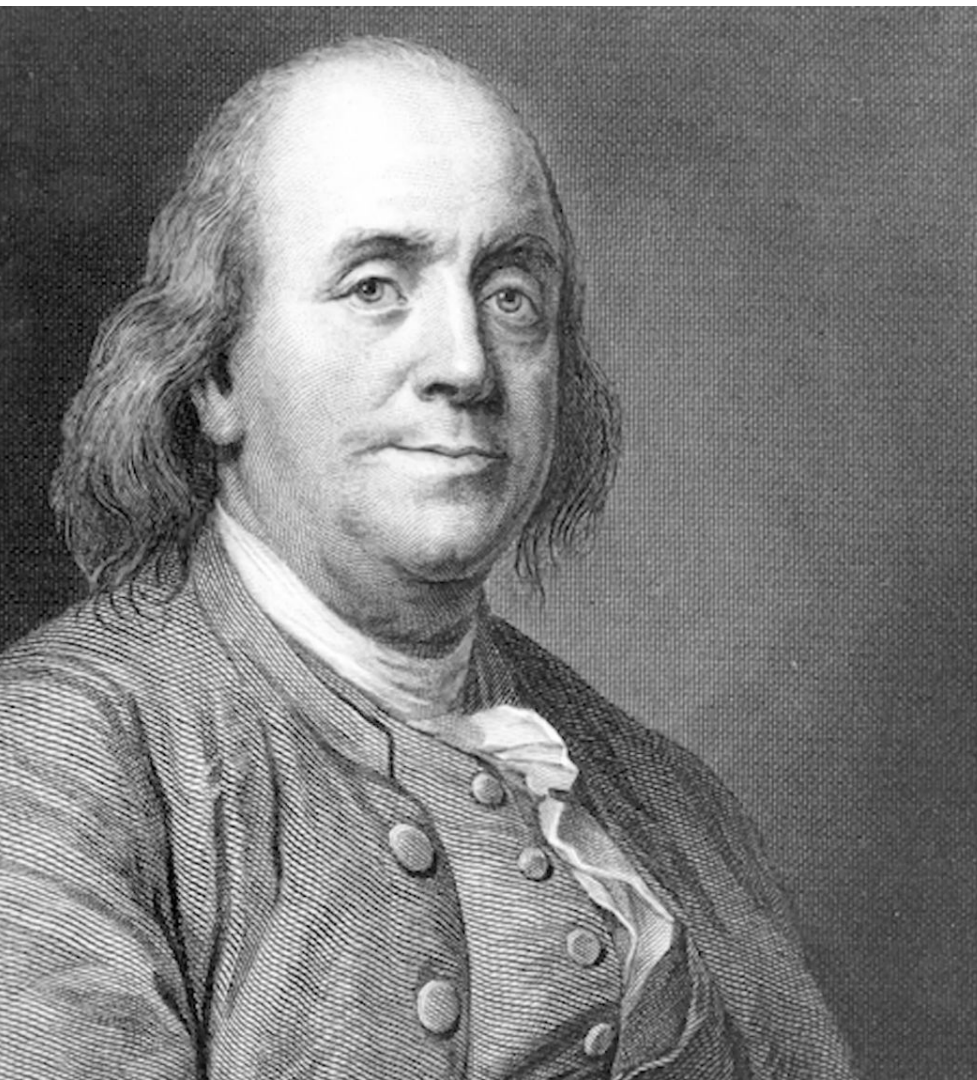
Before you jump on your
#1 big priority of the day...

Sweep your list for
5 or 6 things that you
can get in motion and
working for you.

Perform

"Executive style"

- Demonstrating your competence
- Perfecting the ways that you prepare and communicate



**“By failing to
prepare, you are
preparing to fail”**

- Benjamin Franklin



=

Macro



= Macro

= Micro



= **Macro**



= **Micro**

Mmmm, Tastes
like a combination
of Who Cares?
&
So What?





= **Macro**



= **Micro**

GAME PLAN EVERYTHING - EXAMPLE #1: EMAIL

MANAGER: *"Hey ECP, How's it going for Friday's project review?"*

Objective of Response: *Provide an update/information on the subject*

"REAL" Purpose or Game Plan:

Ensure your Manager understands you have everything firmly in control, and that your Manager can turn their energies elsewhere to help the organization

GOOD: *(Proactive, Anticipatory, with a plan)*

BAD: *(which is the average, reactive, response)*

*"We're in a great shape; we're going to Friday's project review. We're going and the
 Yes, I'm working on it, on my list today, thanks for the reminder and
 I'll have it done by
 Wednesday and I'll flip it over to you then."*

SO WHAT - DEEPER INSIGHTS PART 1/3

What's the relevance, impact or usefulness?

Or, in its most plain English - SO WHAT?

#1 *THE “FACTS”*

- Our sales were up 5% last month (**SO WHAT?**)
 - Where did it come from?
 - Can we do more?
 - What is the recommendation?
- ***THE “SO WHAT”***
 - “Our sales were up 5% last month, which I’ve attributed to XYZ event we hosted. It appears based on customer feedback that there is a desire for these types of events, so we should do these at all of our branches and really drive sales”

SO WHAT - DEEPER INSIGHTS PART 2/3

What's the relevance, impact or usefulness?

Or, in its most plain English - **SO WHAT?**

#2 THE “FACTS”

- There are 12 competitors in our industry (**SO WHAT?**)
 - Will we need to be more competitive in our pricing?
 - Means a golden opportunity because eventually there will be 50 competitors in the future and we have to strike now?
- **THE “SO WHAT”**
 - There are 12 competitors in our industry which is making our space very crowded. If we are not careful, we will become a commodity. We'll need to place more emphasis in our marketing materials on our point of difference.

SO WHAT - DEEPER INSIGHTS PART 3/3

What's the relevance, impact or usefulness?

Or, in its most plain English - SO WHAT?

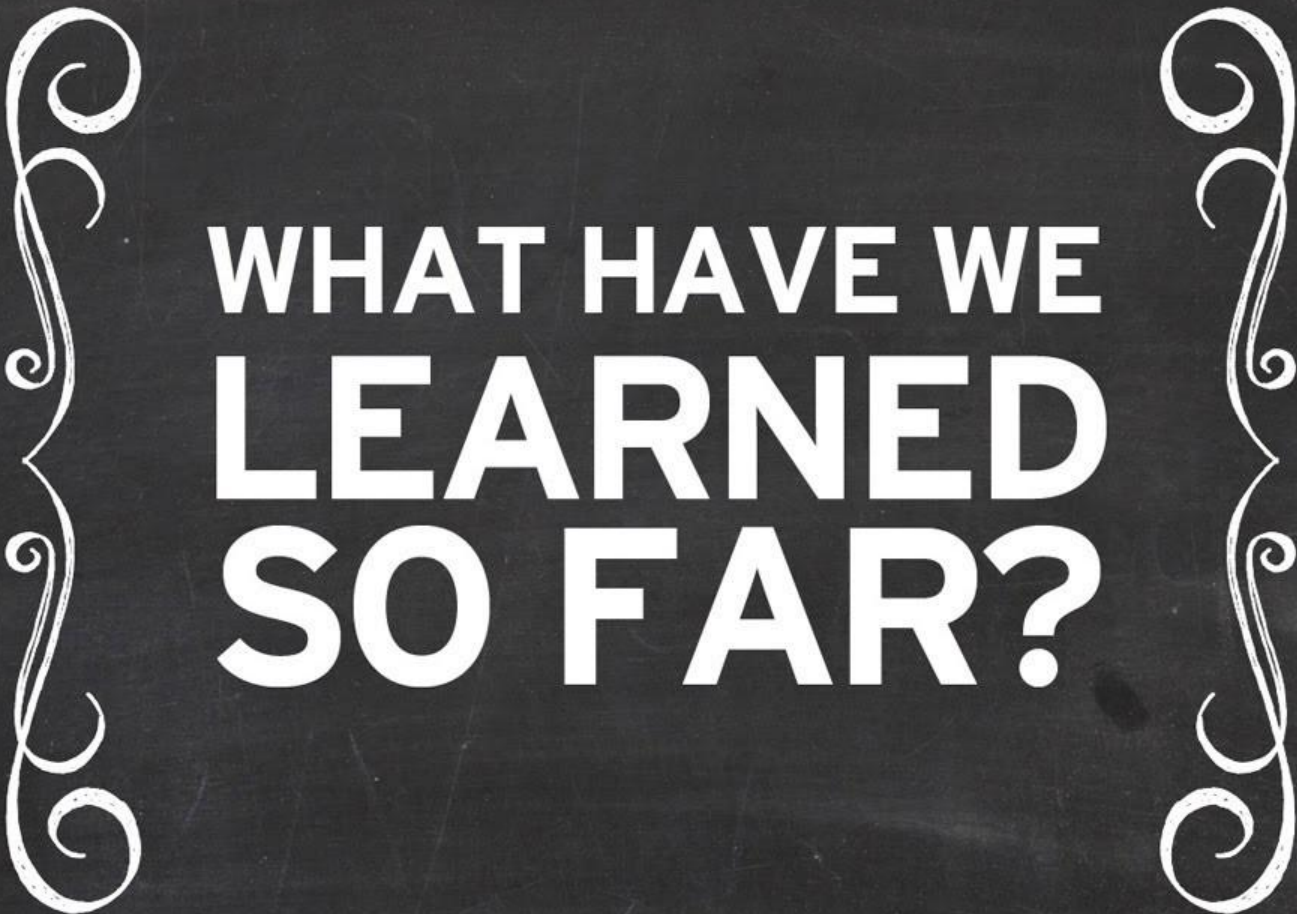
#3 THE “FACTS”

- We've completed 400 projects in the last 5 years (**SO WHAT?**)
 - Is that good?
 - What's the industry average?
 - Were the projects successful?
 - How does that apply to me?
- **THE “SO WHAT”**
 - We've helped over 400 customers achieve significant increases in sales and customer satisfaction scores through our unique XYZ

Activity:

Start asking yourself
“so what?”

Use this test to take one of
your everyday transactions
to the next level.



**WHAT HAVE WE
LEARNED
SO FAR?**

NISCL MEMBERS: READY TO LEAD



HERO LEGO STATUE

Self Audit
Macro & Micro
Solid
Wobbly
Gaps
Professional Baseline



UX

THINK - Macro Framework
Everything You Do
Through UX Lens
What is Your Brand?
Great UX = Great Leader



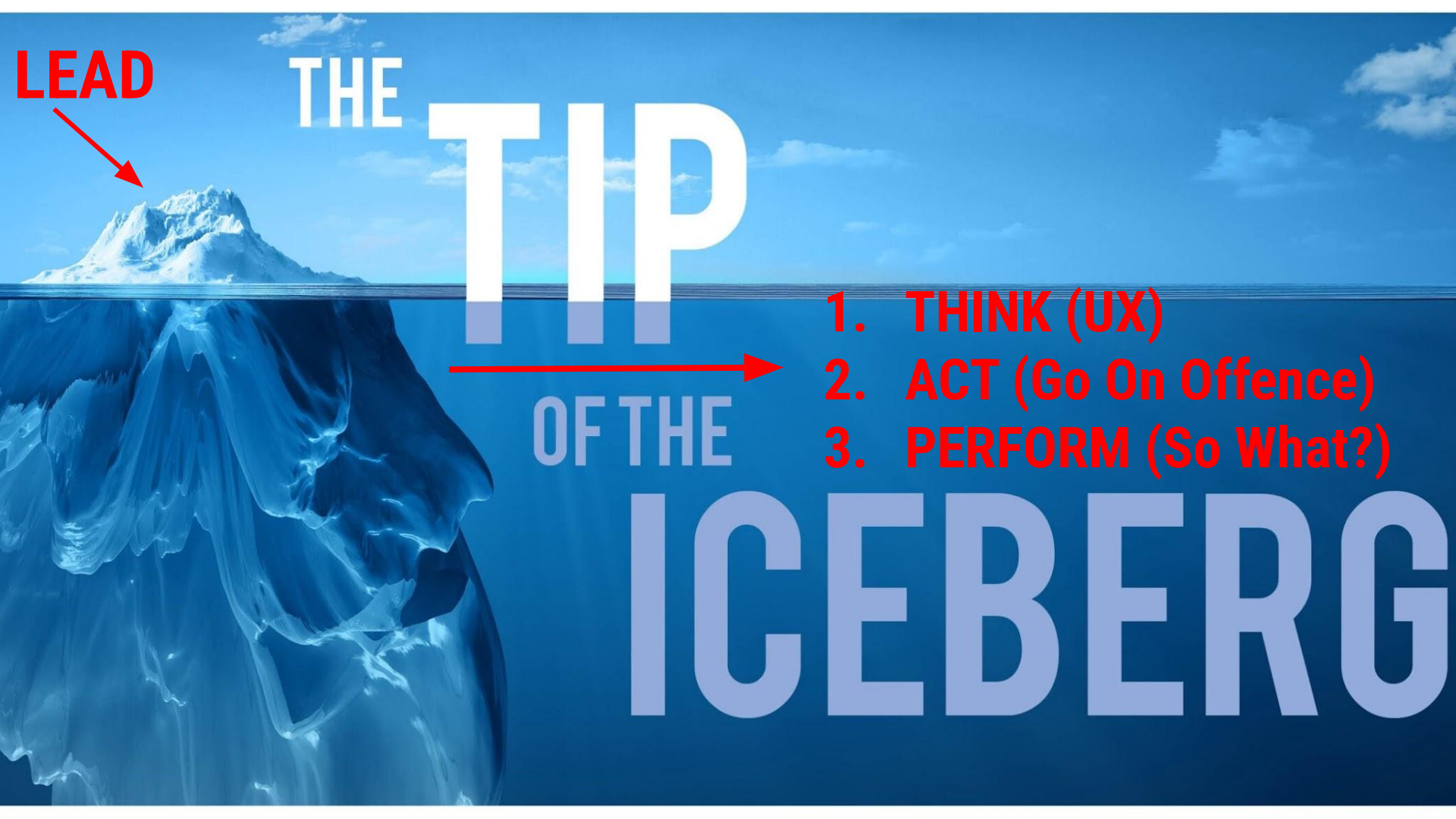
RUNNING YOUR DAY

ACT - Micro Framework
Go on Offence
Be in Control
On YOUR schedule
NOT Vice-Versa



SO WHAT

PERFORM - Micro Framework
Challenge your everyday
"transactions" with the "So
What Test":
Relevant
Impactful
Useful



LEAD

THE

TIP

OF THE

ICEBERG

1. **THINK (UX)**
2. **ACT (Go On Offence)**
3. **PERFORM (So What?)**



ONE THING: IMPLEMENT

LEGO STATUE AUDIT?

UX?

GO ON OFFENCE?

SO WHAT?

LIST IN THE CHAT



IMPLEMENT

ACTION. EXECUTION. PROGRESS.

Oliver Gleeson

Founder and President

*Creator of **Executive Coaching Built for***

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SalientMap
Executive Consultancy



LET'S CONNECT



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LET'S CONNECT

SPECIAL OFFER FOR NISCL MEMBERS

2 for 1

Sign up by August 31 for
any cohort starting in 2025

\$3,497 USD (Approx. \$4,900 CAD)

30 CPD hours



WHAT QUESTIONS DO YOU HAVE?