

Your Leader Dashboard: Executive Coaching

Instructions: Please complete the Leadership Dashboard before your next session with your Sponsor. Don't worry about being perfect. You and your sponsor can review it during your next session and use it to track progress and opportunities to build your business strength. This Dashboard focuses on your area of responsibility in developing business and leveraging your career experiences. This can be used with your career development conversations with Manager, Mentor, Executive Coach, and Sponsor.

Following is a glossary of the terms in the Dashboard:

- ▶ **Vision:** This is how you want your area of responsibility to look over the next two to five years. Paint a brief picture with words of where you want your business area/ current responsibility to be in the next 2-3 years.
- ▶ **Mission:** Describe the "why." What difference or contribution do you want your business and area of responsibility to make at your company/Industry? What excites you about the impact your business development can have on your current company? To your industry?
- ▶ **Values:** What are the top three to five non-negotiable values for you and those who report to you in your business area of responsibility?
- ▶ **Edge:** What are the unique talents and capabilities set you and your business area of responsibility apart? Consider unique qualities, attributes, gifts, strengths, and values. What do clients say your area of responsibility does best? What should it do best? One way to phrase this question is, "Unlike others in our industry, we..."
- ▶ **Initiatives:** What are the most important business development initiatives that currently define your success in building your book of business, and where should you focus your time on your area of responsibility? List the three that should account for most of your focus.
- ▶ **Performance metrics:** What are the most important performance metrics (KPIs) that define the success of building your book of business and overall growth for you and your team in your business area of responsibility?
- ▶ **Key Relationships:** Who are the most important people who are critical to your growth and your area of responsibility? Consider relationships up, down, across, and outside the organization.
- ▶ **Development opportunities:** 1. What are the experiences, assignments, skills, educational opportunities, and other career opportunities you will leverage to advance your growth and demonstrate leadership competencies in your area of responsibility? What behaviors and attitudes can you build on, start doing, do less, or eliminate? 2. Alternatively, how can you develop the next "you" at your company?

Dashboard Area	For Your Business Area of Responsibility
Vision	
Mission	
Values	
Your Edge	
Initiatives (Top 3)	
Performance Metrics (Top 3)	
Key Relationships	
Top Development Opportunities	

Contact: Kristen Stockton to set up your Leadership Profile consultation email: coach.kristen@jaskapconsulting.com or use this [link to schedule](#) your FREE 30-minute profile review