NAME

Kate
Steve
Mark
Nirau
Katherine
Brian
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Liz
Dia
DESCRIPTION

- ORGANIZATIONAL TRANSLATOR
- AMPLIFIES THE POWER OF STORIES
- DATA → PROSE
  PROSE → ART
  ART → DATA
  MAKES IT EASIER TO MOVE THE GEARS
- IDENTIFIES AND HIGHLIGHTS PRECEDENT (INCLUDING ADJACENT ENOUGH FOR COMFORT) + PEERS
Need “air cover” from senior executives or “C-suite” processes, not just tools. No use using process to solve problems.

ALL THESE RULES!

Need to know how decisions are made.

Values of initial competition vs. collaboration.

Inconsistent levels of engagement.

INERTIA. Lack of user-designed thinking.

NOT FORWARD THINKING ENSOY.

Too closely connected to the core.

Lack of awareness around structural inequities.

Partnerships
Person Specific

- Need to have credibility with decision-makers
- Do they have resources and/or street cred?
- What job do they have?
- Where are they?
- Identifying change agents in institutions
- Need to be "in the room when it happens"
Partnerships

Different Motivations

Understanding Mission/Goals of Institutions

Unclear benefits (they are seeking)

Corporations need to align partner structures to connect at multiple points, not just one.

Goverment needs to stick to scaling proven solutions, convening & highlighting. Quick funding doesn’t work from Govt.

Wanting to do it alone instead of seeking the right partner