

What is the shortest path to controlling your organization's destiny?

## Taking Back Your Power

### THE STORY:

Your organization has been called to the Legislature to meet with the committee that oversees your agency. You are expected to help newly-elected legislators understand what your agency does, report on Key Performance Indicators (KPIs), and defend your budget request for the biennium. Shortly into the presentation, one of the new legislators cites a newspaper article and stories she has heard from a constituent. You have been thrown a curveball, disrupting your presentation.

### INSIGHT:

It is highly tempting to allow legislators to grab your power and turn an anecdote into a performance measure. The better you are able to succinctly explain what your agency does, the more mature and complete your measures, and the better the organization is at problem-solving, the better positioned you are to turn a problem that occurred into an opportunity to demonstrate how well your agency is managed.



**Power is presumptively given to us, but real power comes from knowing your agency well, knowing what it struggles with, and being able to demonstrate how you manage.**

### Results Driven Government – on the journey to Level Three Government

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From the author of *Government That Works*, the most authoritative book on state government operations

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