



Moving on up

Heidi Fraser-Krauss
CEO, Jisc

My career-to date



Degree in
**psychology and
management** Uni
of Glasgow

Sept 98

Went part-time after 2nd
child and return from US
moved into **university
admin doing project
management** Uni of
Glasgow

Jan 2012

Moved to York -
Director of IT-
progressed to
**Deputy
Registrar** and
joined Uni Exec

**Sept 21-
Jisc CEO**

Post university
did research for 3
years on
**communication
in teams** and
supply chains

Oct 01

Moved to St Andrews
started doing IT change
projects - became **director
of new technology
change unit** in Aug 03

August 20

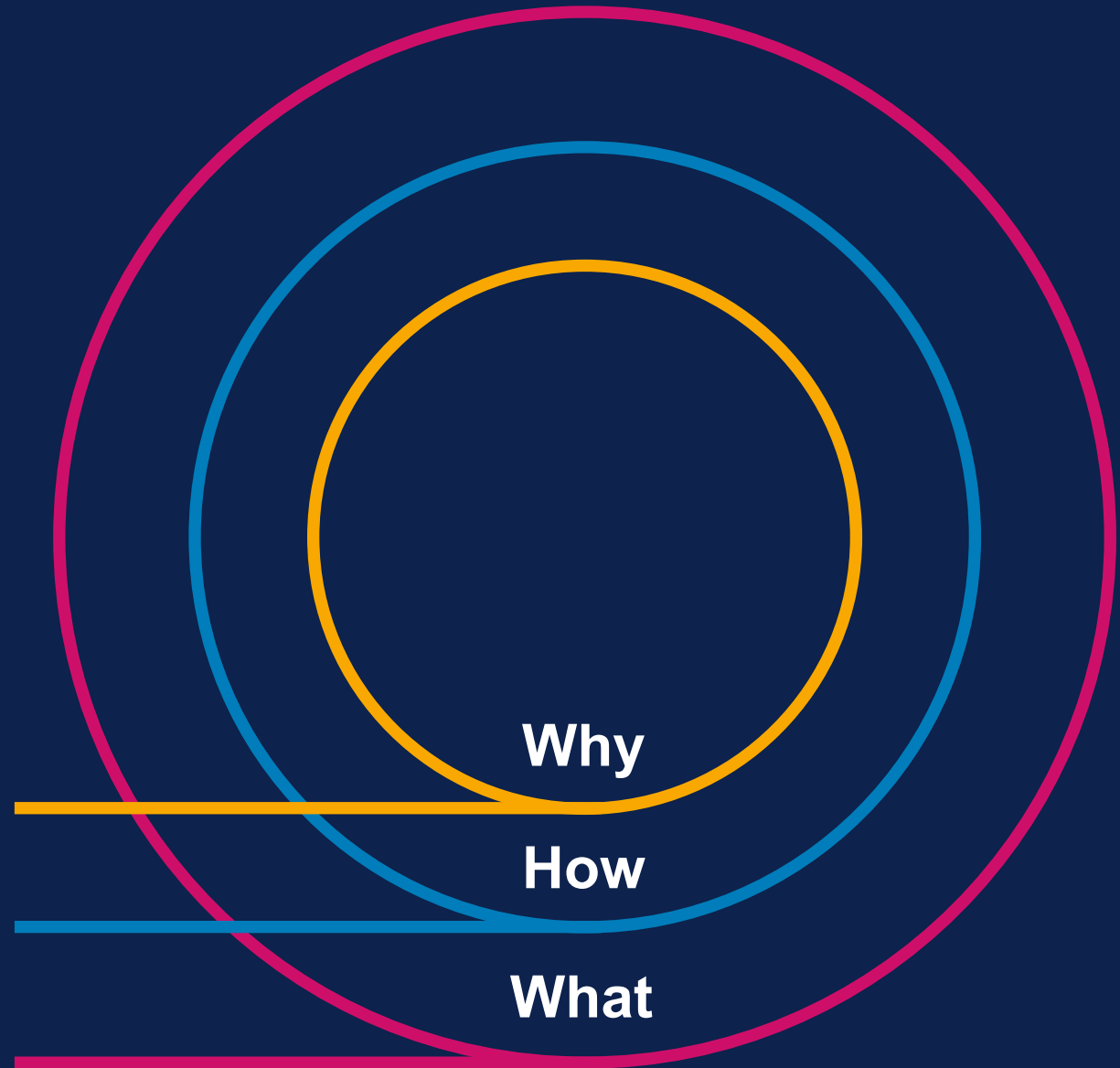
Moved to
Sheffield as
COO

The bigger picture

You do what you do?

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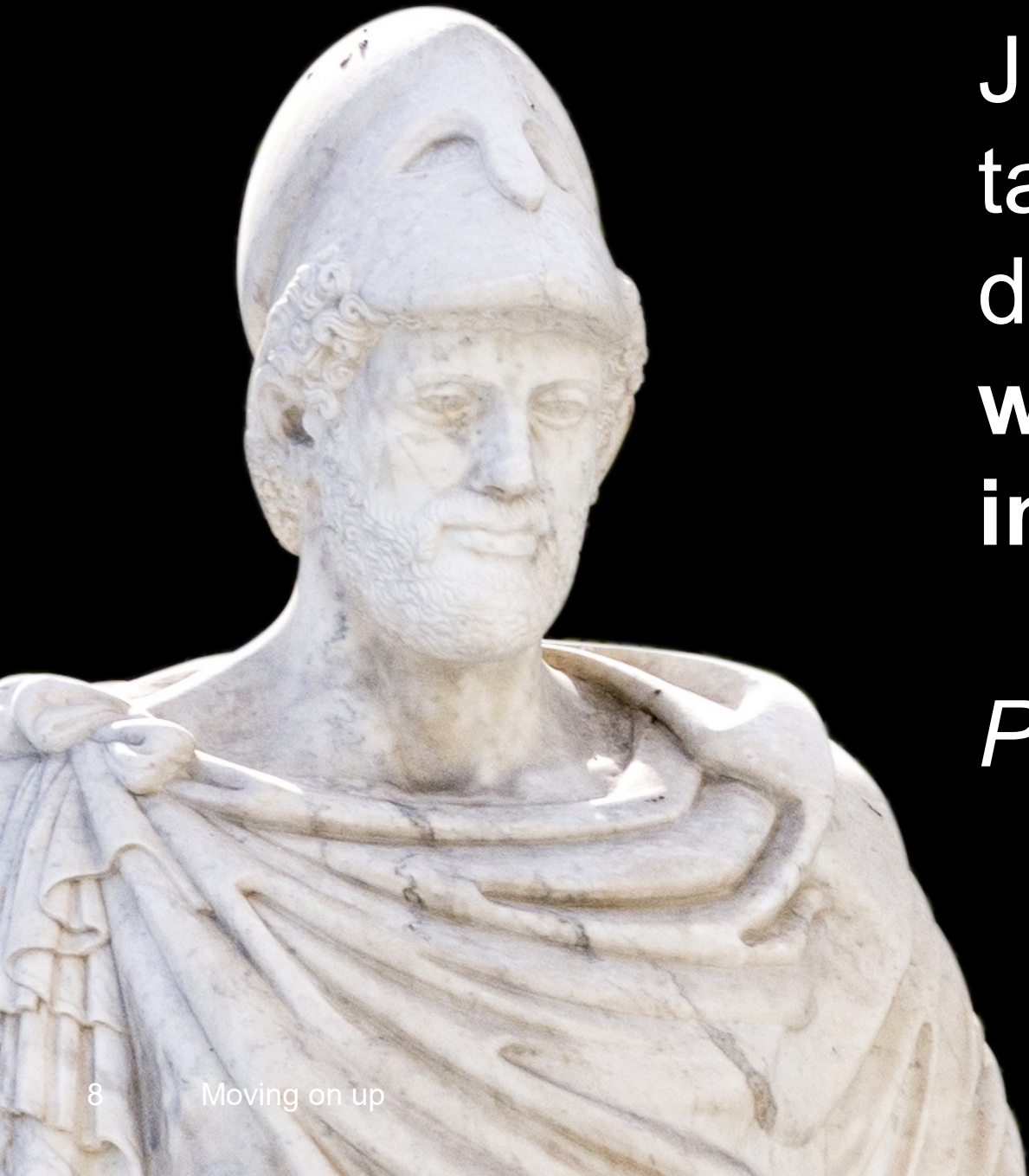
Do you do?



**Brand,
credibility,
allies**

**Build
them!**





Just because you do not
take an interest in politics
doesn't mean **politics**
won't take an interest
in you!

Pericles

Get
involved.
Lean in.
Do stuff!

work

Here's an idea, why don't we just do stuff that's going to be really massively successful?



Tips for winning over your boss



Do your job, & do it well.

It may seem obvious, but plenty of employees fail to accomplish the basic tasks that are required of them. If you make a diligent effort and do a good job, your boss will be impressed.



Click to add text

Make your boss's priorities your priorities.

If something isn't at the top of your list but your boss expresses that it's a priority – then it immediately becomes your priority, too.



Take the initiative with projects and assignments.

Try to think of valuable projects or assignments that you can start and complete without much supervision or guidance from your boss.



Seek solutions to problems.

When adversity comes, and it will, try to avoid complaining and instead seek ways to solve the problem.

**Admit you are
wrong, and
learn from
your mistakes**

Know who you are

Image: The Johari Window

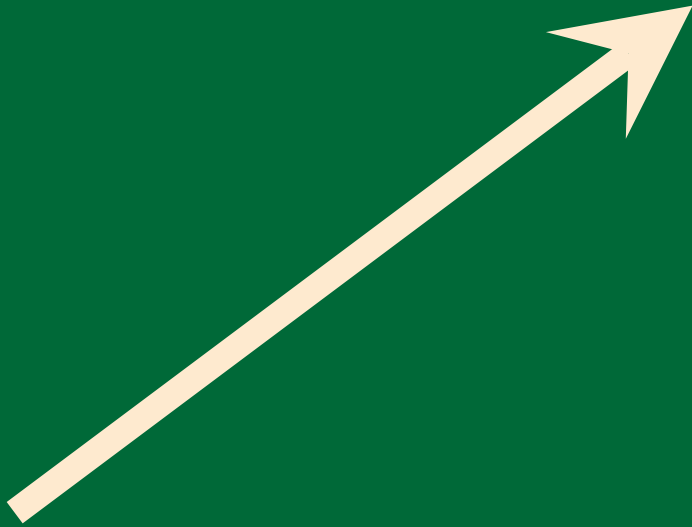


**Choose
to be
BRAVE**



**You are never
too important
to be nice to
people! Anon**

Success



What people think it looks like

Success



What it really looks like

Questions?