To Team Is Human
Why am I here?
The team must have a leader. That leader’s primary responsibility is to manage the energy of the team.
An outcome-based mindset leads you to focus on results first, and outputs or actions second. When you know what the clear measurable outcome is, you then know what to focus on and what to de-prioritize.
Engaging with stakeholders is about orchestrating across functions and silos—which takes a lot of empathy toward both stakeholders and audience.
Engage with authenticity—coach sellers to do the same.
Figure out stuff with people, not for them. A rule of thumb to consider: don’t spend more than 15-30 minutes thinking about something before reaching out to a teammate and saying, “I am stuck; will you talk this through with me?”
Be patient... focus on how to make small shifts on a constant basis.
Let’s Connect!

Juliana Stancampiano, CEO

LinkedIn: jstancampiano
Twitter: oxygenexp
Website: oxygenexp.com