

## Chapter 7 – Develop Expertise

### What is your Technical Expertise?

**Knowledge** *What do you know?*

**Experience:** *What experiences generated this?*

**Reason:** *What is the essence that you have weighed and measured?*

**Conviction:** *Have you applied this essence in different contexts?*

**Respect:** *Where have you conveyed it to 'lift people up'?*

## Chapter 7 – Develop Expertise

### Lack Technical Expertise?

Your goal: *What do you need to know?*

Who you are: *What are you good at already?*

What you don't know: *What are your gaps in knowledge and skills?*

How to learn fast: *Who can help you learn?*  
*What training or experience will help you learn?*

### Are you already the expert?

Hold sword lightly: *What do you need to be careful with?*

Coach your staff: *How can you ask questions to draw it out from them rather than tell them?*

What you don't know: *What are your gaps in knowledge and skills?*