

A VIEW FROM THE C-SUITE/BOARD

FROM

A FORMER GENERAL COUNSEL

46th Annual Corporate Counsel Institute
Houston, TX
Keith Witek



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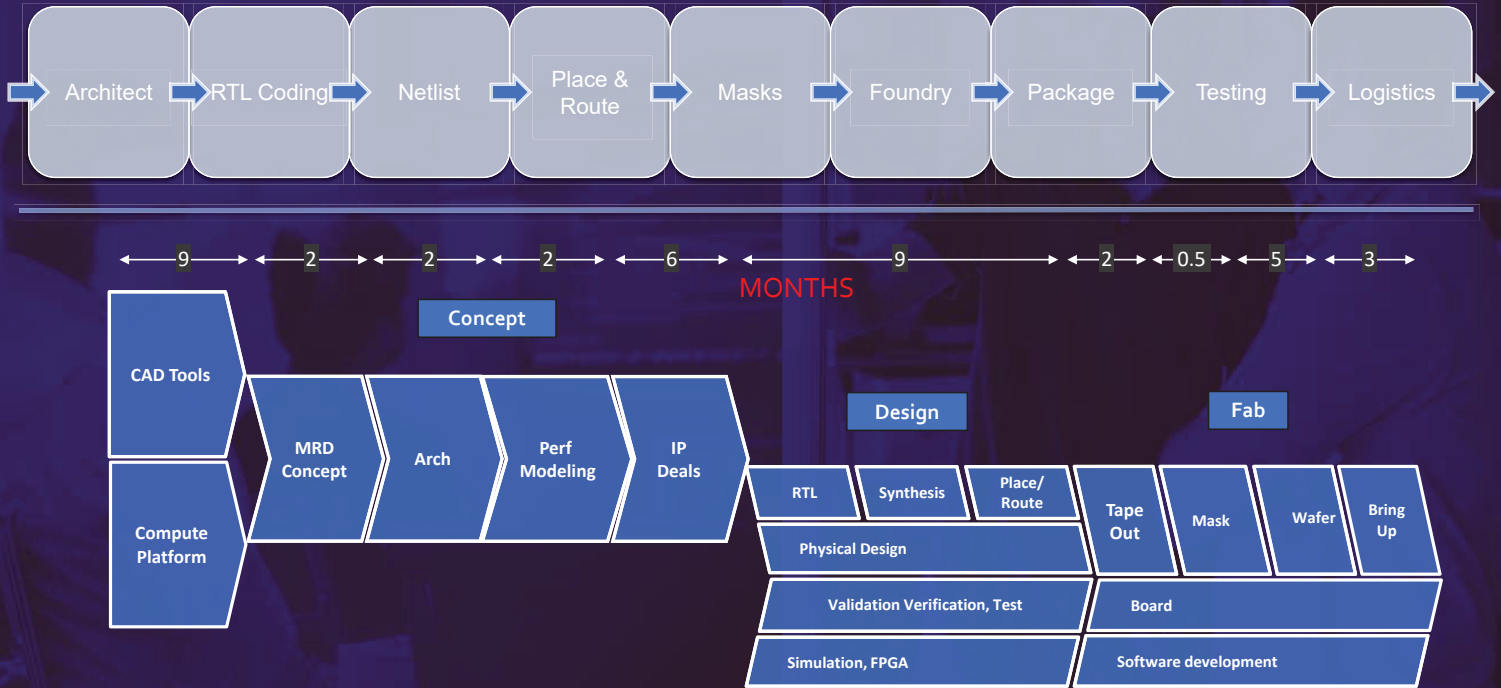
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Agenda:

- Be Proficient in all Things Related to **Money** and be Skilled in **Human Dynamics**
- Know your Company's **Business/Products/Operations** in an Extensive Manner
- Be Able to **Aggregate Disciplines** to Seize Opportunities and Resolve Complex Challenges
- Be **Well-Connected** Outside the Company to Tap Additional Skills Whenever Required
- **Manage Risk** Effectively Without Materially Hindering ROI From the Business
- Use the Law as a Mechanism to **Find Success** Versus a Way to Get to "No"
- Respect and Improve on the **Velocity of Business** – Be a "Short Pole", not a "Long Pole"
- Be Forward-Looking and **Strategic** in Your Planning, Execution, and Impact
- Operate Like a **Business**, Walk-the-Walk and Talk-the-Talk of Your Peers
- Be an Excellent **Chameleon**, Read the Room and Then Adapt Accordingly

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Know Your Company's Business/Products/Operations



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Be Able To "Business Engineer" By Being An Aggregator Of Disciplines



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Title search: A C-Suite Perspective by a Former GC

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46th Annual Corporate Counsel Institute session
"A C-Suite Perspective by a Former GC"