

# **Go Beyond the Law**

Professionalism, Commercial Savvy  
and Influence

# Lets talk about

- The law
- Safety leadership
- Professionalism
- Influence

# The Law

**Change**

**brings NZ to best  
practice**

**???**



**Read it**

# Implement

**Wait...**

**UNDERSTAND**  
**IT!**



# Interpret

## Before applying

**But...**

**THE LAW IS  
NOT ENOUGH**



**I see the law as the beginning  
of the story – not the book that  
I am writing**

**Safety**

**Leadership**



**KEEP  
CALM  
I AM A  
SAFETY  
LEADER**

**What is**

**Your 'brand'?**

**What do**  
**you stand for?**



**What is**  
**your**  
**motivation?**

**What will**  
**you achieve?**

**Is it**

**ENOUGH???**

**Where**

**is your support  
coming from?**

**I innovate and push the  
boundaries of what health and  
safety can be –<sup>s</sup>and put myself  
at risk to achieve this**

# Professionalism



**Do I**

**have the skills I  
need?**



**Do I**

**use them  
effectively?**

**What**  
**knowledge do I**  
**need?**

**And this means**  
**more than**  
**safety...**

**Is my  
behaviour  
right?**

**How**  
**do I engage**  
**others?**

**Am I**

**an ethical role  
model?**



**I will be judged by the things I  
think, the company I keep, the  
things I do - and the way I  
achieve the them**



# Influence

# CONTEXT



# UNDERSTAND

## The context

# UNDERSTAND

## The business

# UNDERSTAND

## Its barriers

# UNDERSTAND

**Its people**

**Enlist**

**Advocates and  
Supporters**

**Am I**

**Understood?**



**Find**  
**better**  
**influencers**

**Utilise**

**many channels**

**Know**

**where to stop**

**Have**

**a back up plan**

**I take the time to understand..  
then develop a plan that fits  
the context, in the language of  
the business and adapt as  
required**

# Conclusion

- The law is just a starting point
- Its not a paint by numbers recipe
- You are the future of safety through your:
  - Innovation
  - Courage
  - Leadership
  - Professionalism
  - **Influence**

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