

#### **Disclaimer**

 The views and opinions in this talk are my own and not necessarily shared by any employers or groups with which I am presently or have previously been affiliated.

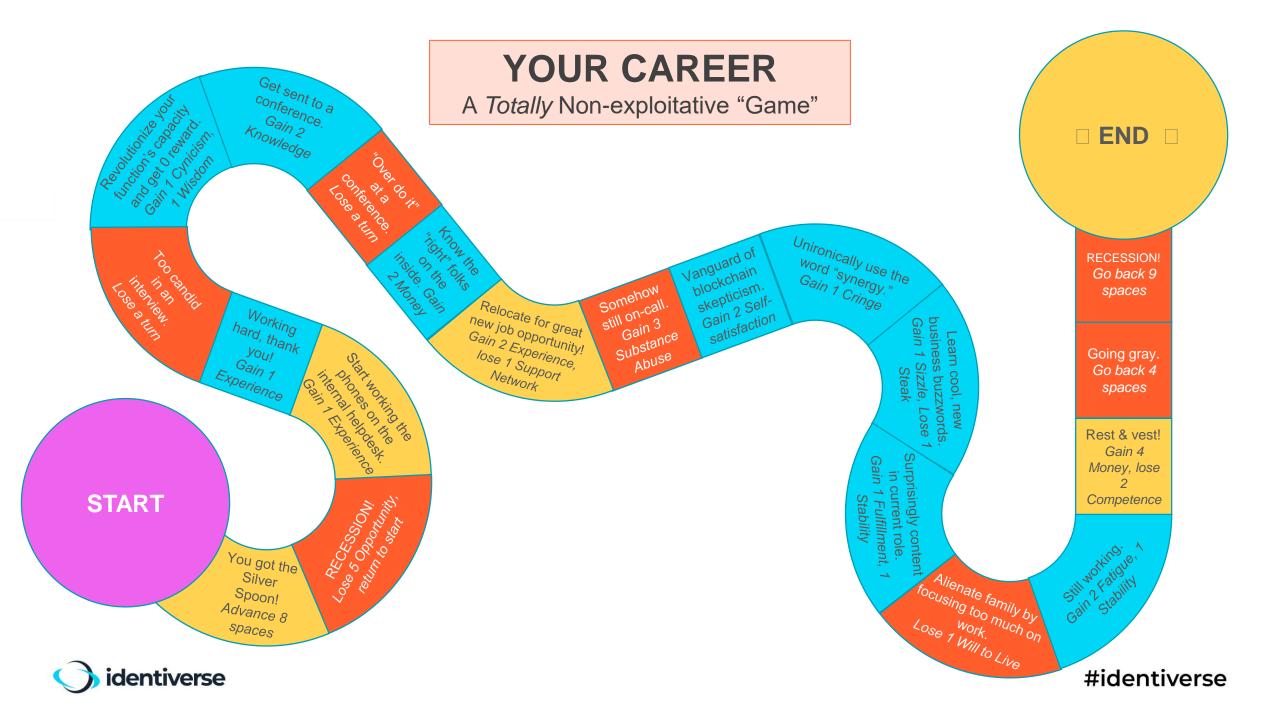


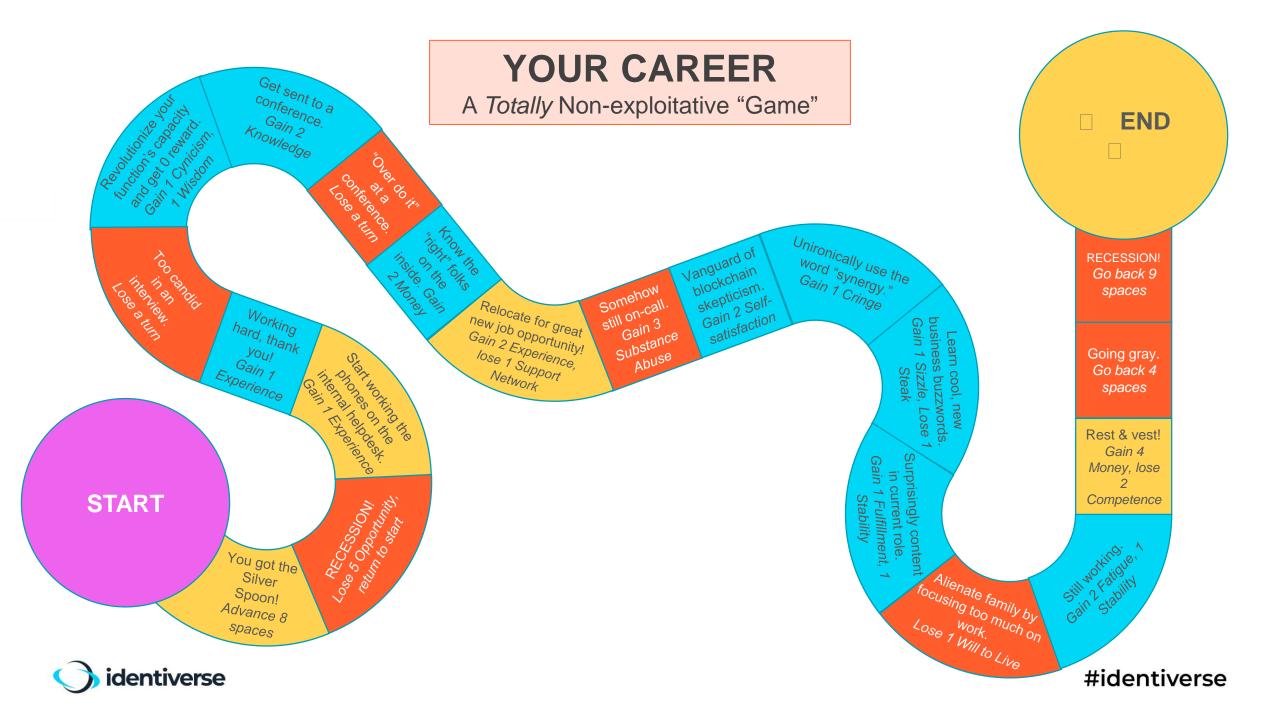
#### Jon Lehtinen

Senior Director, Okta on Okta; Board Member

Okta; IDPro







# Did you know what you wanted to be when you grew up?

# Did you end up becoming what you wanted to be when you grew up?



#### Some questions for yourself

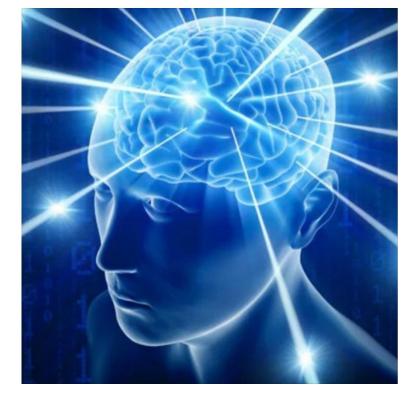
- What is the assumed career arc you expect to follow in this space
- What engages you about your current work
- What would you like to do as you advance in your career
- Why do you want to do what you want to do





#### Why I care enough to talk on this

- Non-traditional entry into identity
- Career impacted by external factors
- Report on my own observations and lessons learned
- Hindsight 20/20
- I'm no galaxy brain, but there is value in sharing





Time (makes fools of us all, you know!)



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Accomplishment, Expertise, Compensation, or Whatever

Time (makes fools of us all, you know!)

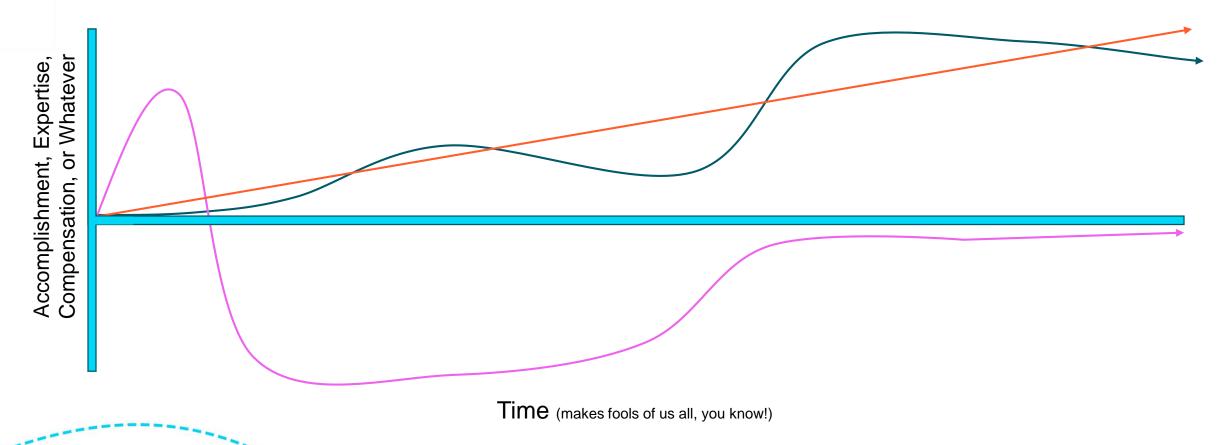


Accomplishment, Expertise, Compensation, or Whatever

Time (makes fools of us all, you know!)



#### A more typical career path



identiverse

#### Element of chance in everyone's career





### Any career can be fulfilling!

## Any career ROLE can be fulfilling!

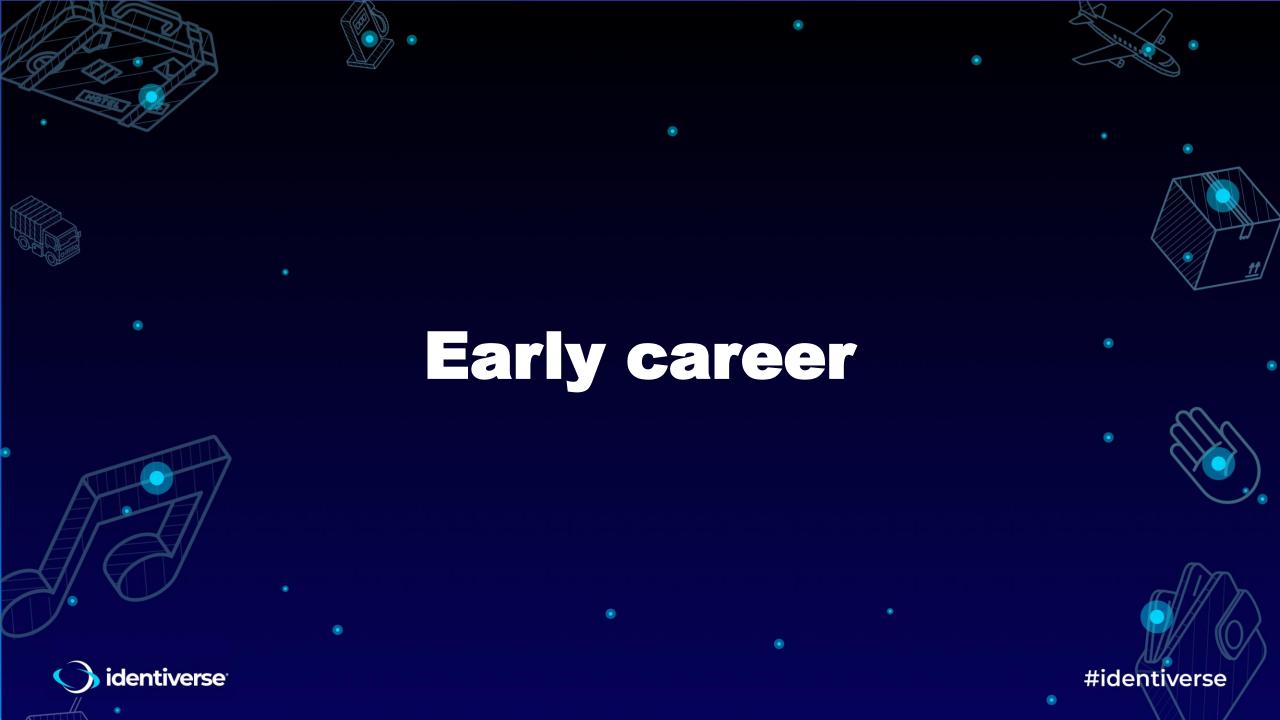




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#### Hard v. soft skills

Knowledge required to perform the role

Behaviors to be successful in a workplace



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Knowledge required to perform the role

Behaviors to be successful in a workplace



## "Hard skills" for the early career identity professional

- General technical knowledge
- Familiarity with tools, code, scripting, administration
- Systems thinking

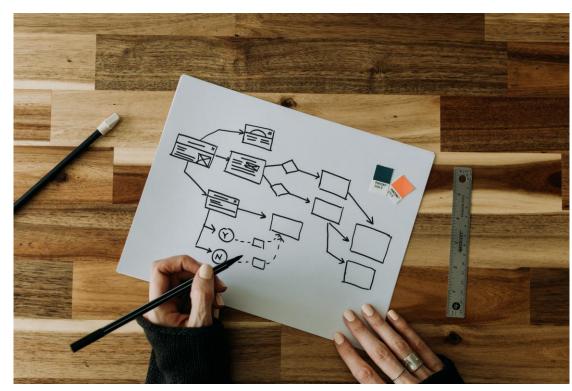


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### "Soft skills" for the early career identity professional

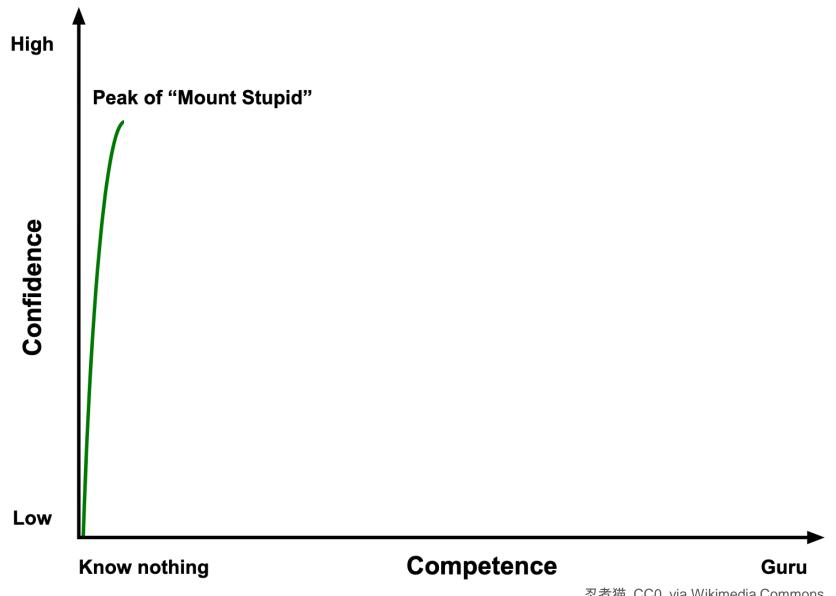
- Self-directed learning
- Collaboration
- Influencing skills
- Curiosity



Photo by Mimi Thian on Unsplash



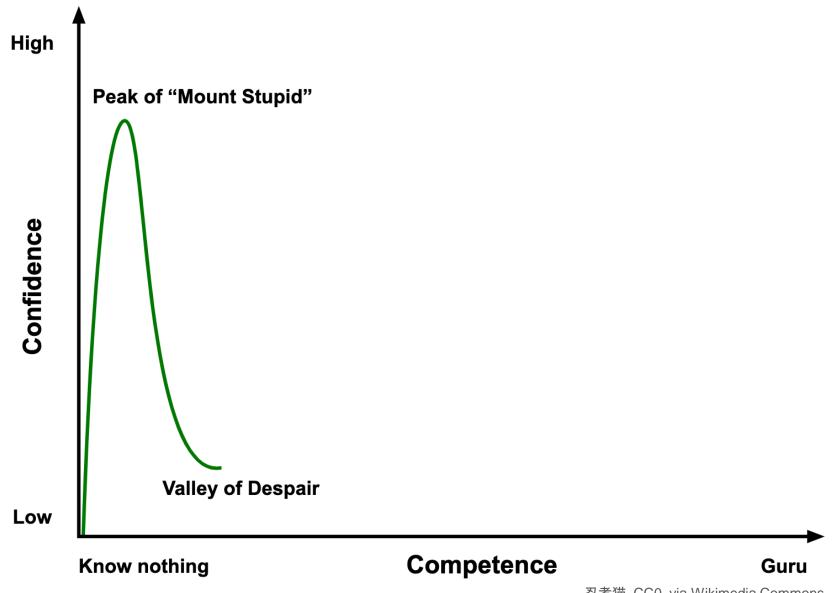
#### **Dunning–Kruger Effect**





忍者猫, CC0, via Wikimedia Commons

#### **Dunning–Kruger Effect**





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## "Hard skills" for the mid career identity professional

- Continued awareness of developments in the space that may become germane to strategic planning and implementation
- Simplification and automation efforts
- Tying your work to the organization's purpose and business (business value analysis)
- Complimentary technologies



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"Soft skills" for the mid career identity

professional

Relationship building

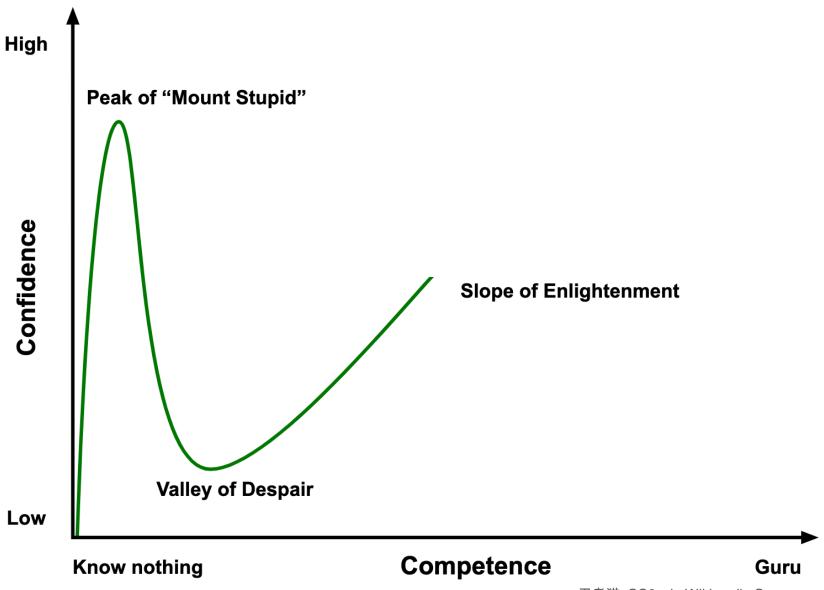
- Succinct communication
- Salesmanship



Photo by Vander Films on Unsplash



#### **Dunning–Kruger Effect**



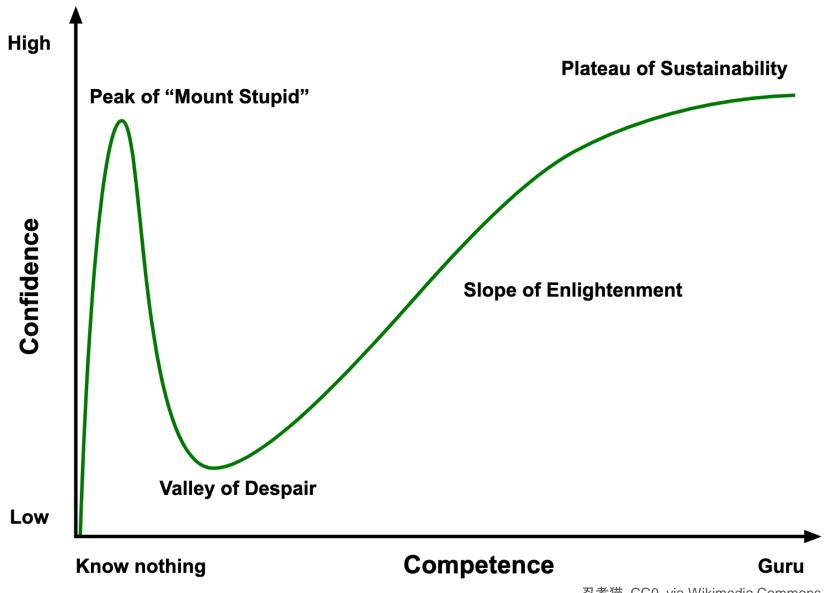


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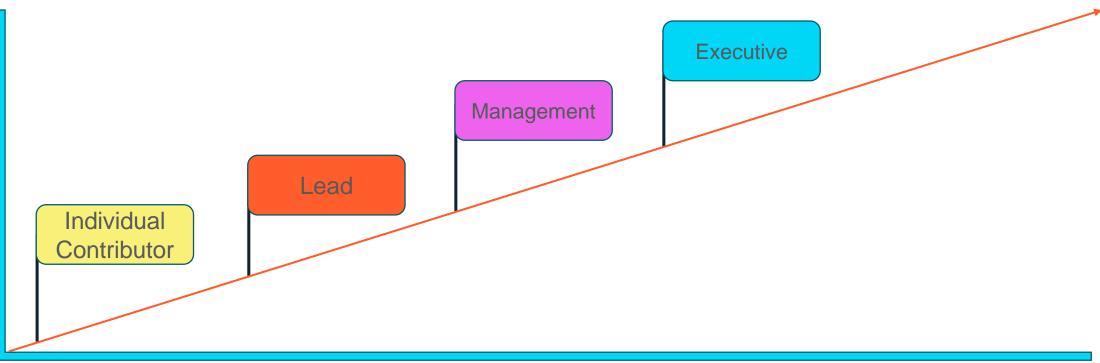


#### **Dunning–Kruger Effect**





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Time (makes fools of us all, you know!)





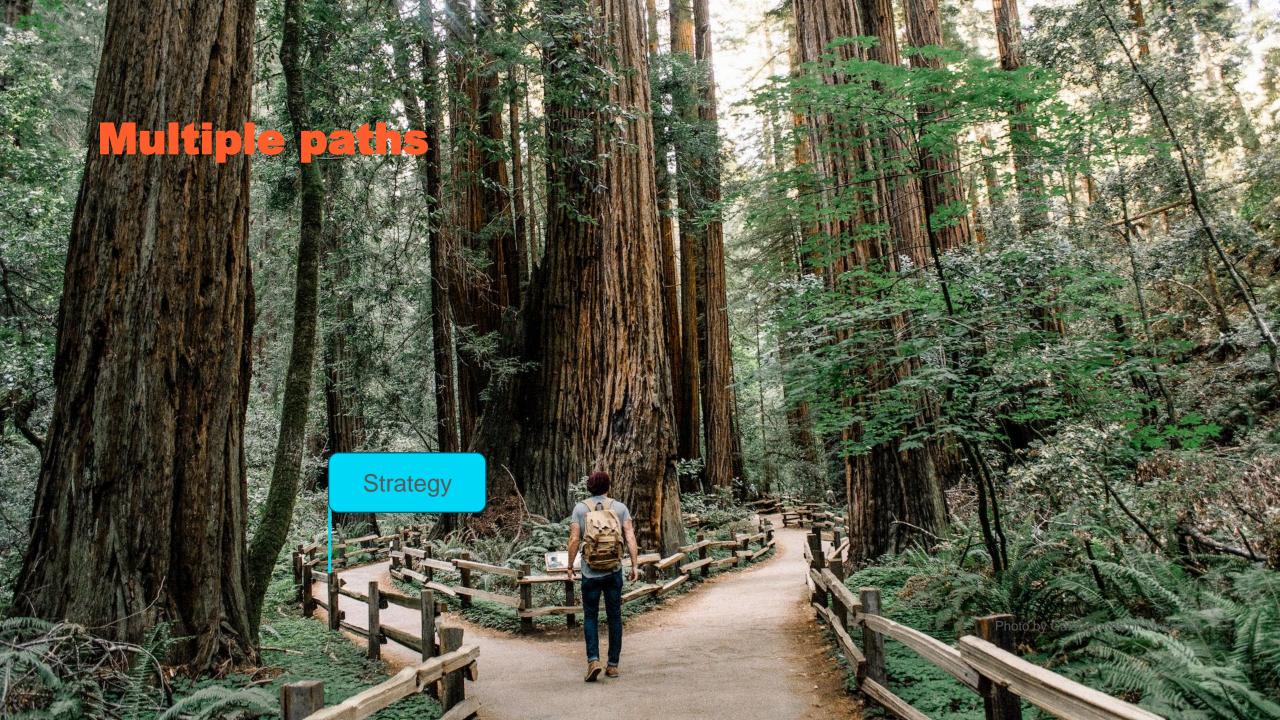








Photo by Fabian Blank on Unsplash



#identiverse

# PLEASE DO NOT GO INTO MANAGEMENT FOR THE COMPENSATION.













## Leadership v. management



Photo by Robson Melo on Unsplash

- Bureaucratic function focused on the development of your staff
  - Performance
  - Growth
  - Providing value
- Hierarchal for organizational clarity

# Leadership v. management

- Inspire, direct, share and communicate a vision for the impact or the mission or work
- Can and should be cultivated and demonstrated regardless position in org hierarchy
- Demonstrate by trusting, supporting, and magnifying others in their own roles
   regardless your (or their) level



Photo by Mae Mu on Unsplash



# Risks of failing to realize this distinction



Photo by Paweł Furman on Unsplash





# **Opportunities for management**

- Be an advocate and advisor
  - Highlight accomplishments
  - Reward behavior
  - Trusted advisor
- Sell your team to the business
  - Be the hype-man for your staff and function
  - Showcase business impact
  - Learn the business and discover opportunities for your staff



Photo by Jacob Rice on Unsplash



### What you can offer as a manager

#### Early career:

- A chance!
- Don't filter on tools knowledge
- Recognition of fresh perspectives

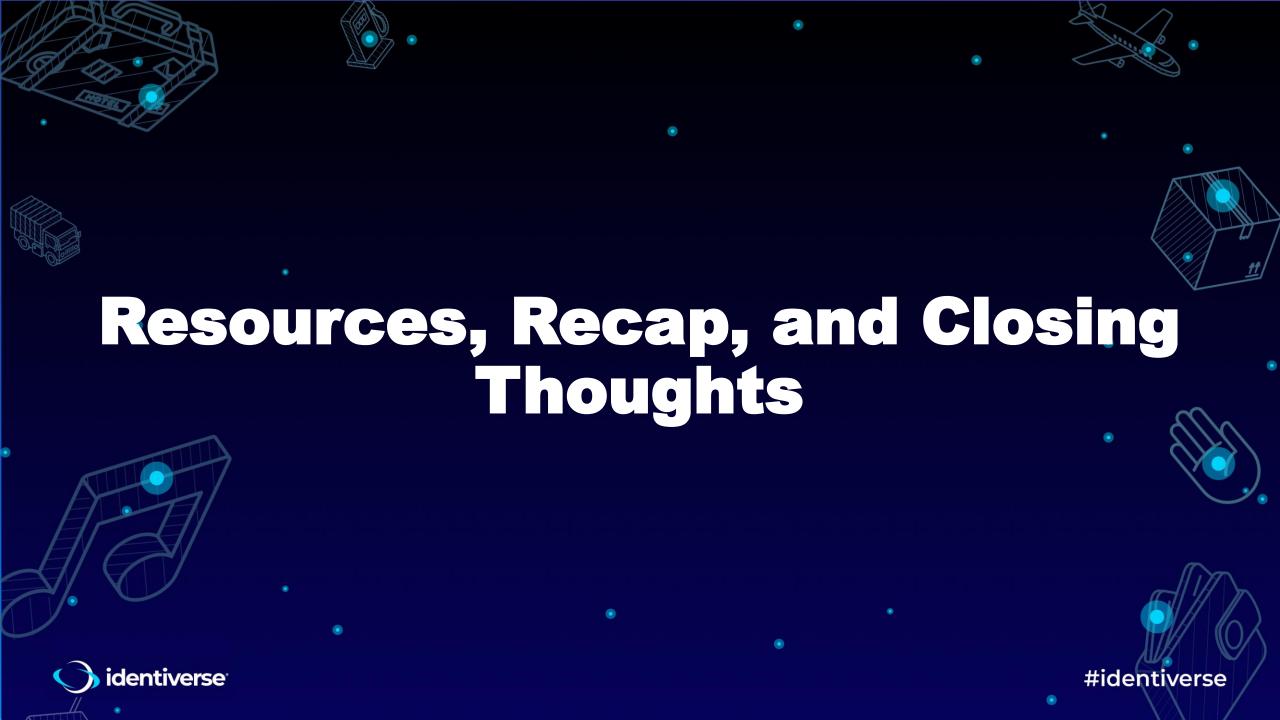
#### Mid career:

- Listen to their desired journey
- Identify ambition, help convert to forward progress
- Trust
- Ownership

#### **Established:**

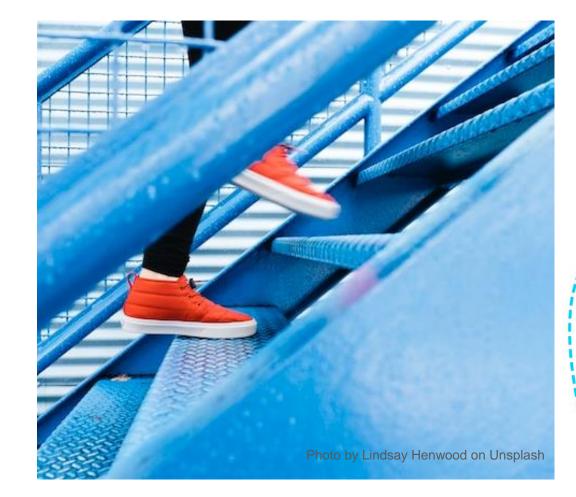
- Strategic ownership
- Willingness to mentor
- Showcase their knowledge





#### **Some Questions for Yourself**

- What is the assumed career arc you expect to follow in this space
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- Why do you want to do what you want to do





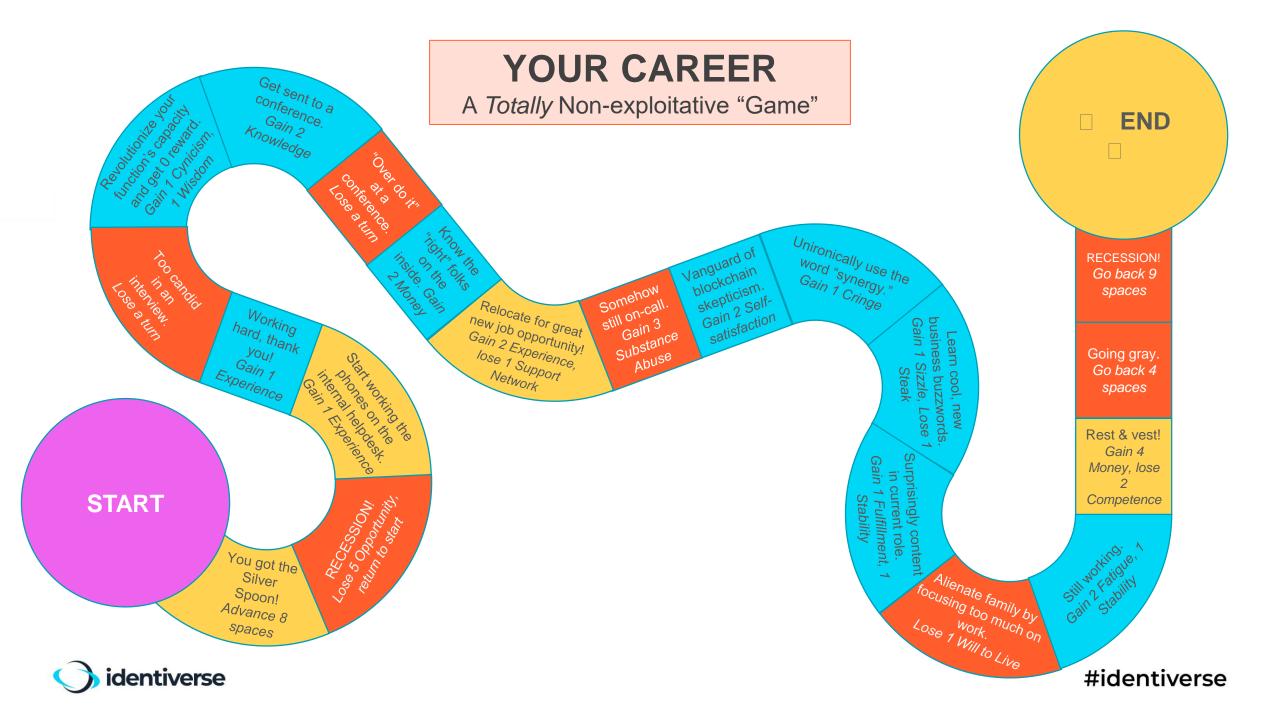
#### Resources

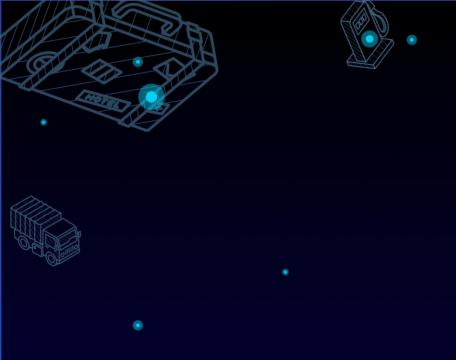
#### Hard skills:

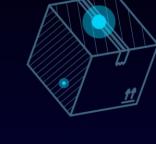
- IDPro
- CIDPro

#### Soft skills:

- Crucial Conversations Kerry Patterson, Joseph
  Grenny, Ron McMillan, and
  Al Switzler
- The 360 Degree Leader –
   John C. Maxwell
- IDPro







# Thank you

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