



**Project
Management
Institute.**
Southwest Ohio



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Dayton/
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#cincysummit25

STRATEGIC CONNECTION: TURNING CONVERSATIONS INTO CAREER CAPITAL



DARSHIKA PATEL
DRSHIKA ACADEMY



MICHELLE MORRISON
CULTURE TIMING



POWER SKILLS



Darshika Patel is a transformation leader and speaker whose mission is clear: to impact thousands globally by helping people connect deeply, lead authentically, and unlock their full potential — one meaningful conversation at a time.

Through her **CAR Model™** and the **H! Human Intelligence™ Movement**, Darshika equips leaders to turn conversations into career capital and build influence that lasts.

Her career spans 35 countries across life sciences, finance, and technology, with leadership roles at PwC, EY, Bristol Myers Squibb, and as ex-COO and DPO at Calibrate Consulting. She now serves as Commercial Director at **Data Tamers**, a UK firm helping companies migrate to the cloud and harness both Business and Artificial Intelligence.

The H! Movement

*Build the network no machine can
replicate - Darshika Patel*

HOUSEKEEPING



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Miami Valley Ohio



#cincysummit25



**EACH SESSION
IS RECORDED**



**YOU WILL
RECEIVE A LINK
TO SLIDES AND
THE RECORDING**



Strategic Connections

Conversations build Career Capital

Build the network no machine can replicate.

Be Human

You're more than your title



Curiosity



Compassion



Confidence

Connection is not soft. It is strategic.

H! Human Intelligence by DrShika™

Conversations Matter: The Stakes are High

85% of jobs are filled through networking. (Forbes, 2024)

It is not just *what* you know — it's *who knows you*. **Strong networks unlock leadership opportunities and unseen doors.**
(247 Education)

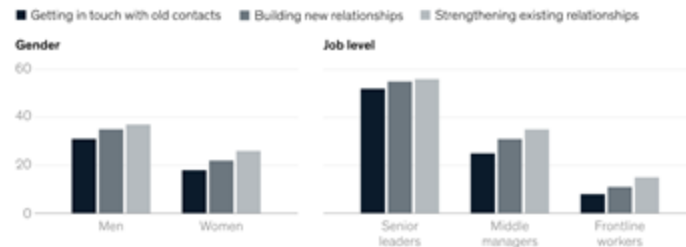
Social capital must be managed with the same rigour as financial capital. (McKinsey)

And yet... **We're never taught how to network.**

Exhibit 1

Men and senior leaders are more likely than others to report investing energy to build their networks.

Share of people investing energy in network building, % of US respondents



Source: McKinsey Social Capital Survey, March 2022, n = 5,583

McKinsey
& Company

“

Conversations shape careers.

But only if we stop playing small. Today is about showing up, standing out, and sparking impact.

On purpose, with purpose.

”

“

Men and senior leaders are more likely to invest energy in their networks. What about you?

”

The 2025 Reality Check

Skills Disruption: **44%** of **core skills** will be disrupted by 2027. (WEF, 2025)

AI Fear vs Opportunity: **62%** of workers say **AI creates anxiety**, but 70% of leaders believe it will grow jobs. (BCG, 2025)

Job Shifts: 69 million jobs will be created, 83 million displaced — **net loss of 14 million** roles globally. (WEF, 2025)

Work Experience Divide: Frontline workers are **half** as likely as leaders to **receive AI training**. (BCG, 2025)

Early Retirement & Burnout: **1 in 5** employees are considering **early retirement due to stress** and workplace change. (Gallup, 2025)



“ People will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

- **Maya Angelou**

Connect with Impact

*Build the network no machine can replicate -
Darshika Patel*

“

Don't let the noise of others opinions drown out your own inner voice.”

- Steve Jobs



“

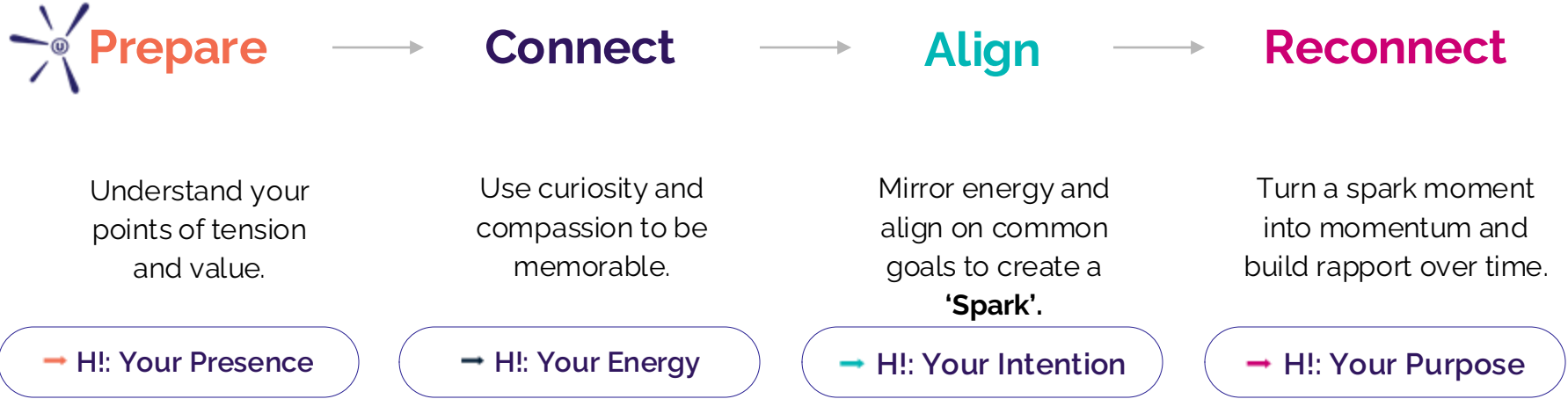
Conversations are the bridge to opportunity and it all starts with H!”

- Darshika Patel

Powered by H! Human Intelligence + CAR Model™

Introduction to the CAR Model™

Connection with Intention creates Purpose.



From Small Talk to Strategic Moments

Mastering Conversation in the Wild

Conversation Starters with Purpose:



Understand needs of role



Think about their Tension



Create value statements

Be curious. Be human. Be intentional.

Discover Your Treasure

Behind every Smile is your H!

Shine your Light & Share your H!



Spin | Smile | Share | Spark
supported by Culture Timing

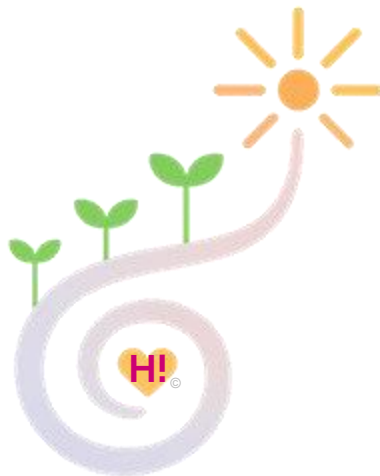
Supporting Operation Smile



Where Energy Flows, Impact Grows

Human Intelligence > AI

- ★ **Builds trust**, relationships, and culture that machines cannot.
- ★ **Provides meaning**, flow, and energy to careers.
- ★ **Converts anxiety** into confidence and clarity.



Conversations as seeds
of career capital

Seeds to Invest

- ★ **Intention**: Set your North Star with clarity.
- ★ **Connection**: Spark conversations that create memories and opportunities.
- ★ **Impression**: Leave signals that grow into lasting impact.

*"Your energy creates your edge. Invest it in conversations
because where energy flows, impact grows."*

'Connect with Impact' by Darshika Patel

Why 1:1 Conversations Matter

- Momentum
- Performance
 - Innovation
 - Engagement
 - Retention
 - Wellbeing



Strong 1:1 relationships increase psychological safety, collaboration and delivery.



The Yin and Yang of the Corporate Matrix



Tug of War over Value

“Slow down to protect value.”

(Finance, IT, Legal, BI, Risk, HR)

Typical Personalities:

- **Detail-Oriented:** thrive on accuracy, data, and “getting it right.”
- **Risk-Aware:** cautious, protective, asking “*what could go wrong?*”
- **Structured Thinkers:** prefer processes, systems, and step-by-step logic.
- **Guardians:** feel responsible for safeguarding assets, reputation, and compliance.
- **Introverted or Analytical:** often comfortable behind the scenes, less client-facing, more in “expert” mode.

Strengths: rigour, stability, foresight.

Watch-outs: may appear resistant, slow, or overly cautious to others.

“Speed up to capture value.”

(Sales, Marketing, Account Mnt, CX, Operations)

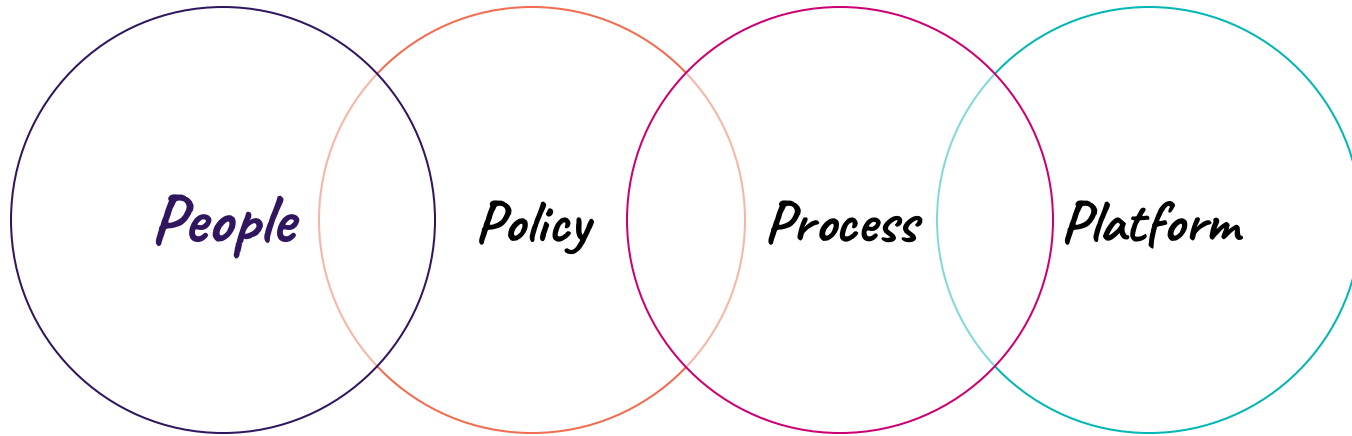
Typical Personalities:

- **Relationship Builders:** thrive on connecting with people, building trust quickly.
- **Action-Oriented:** impatient with delays, focused on outcomes and wins.
Optimistic Risk-Takers: willing to “try and see” to move fast.
- **Storytellers:** skilled at framing ideas, persuading, and influencing.
- **Extroverted or Expressive:** energised by interactions, visibility, and fast pace.

Strengths: momentum, visibility, influence.

Watch-outs: may overlook detail, overpromise, or undervalue risk.

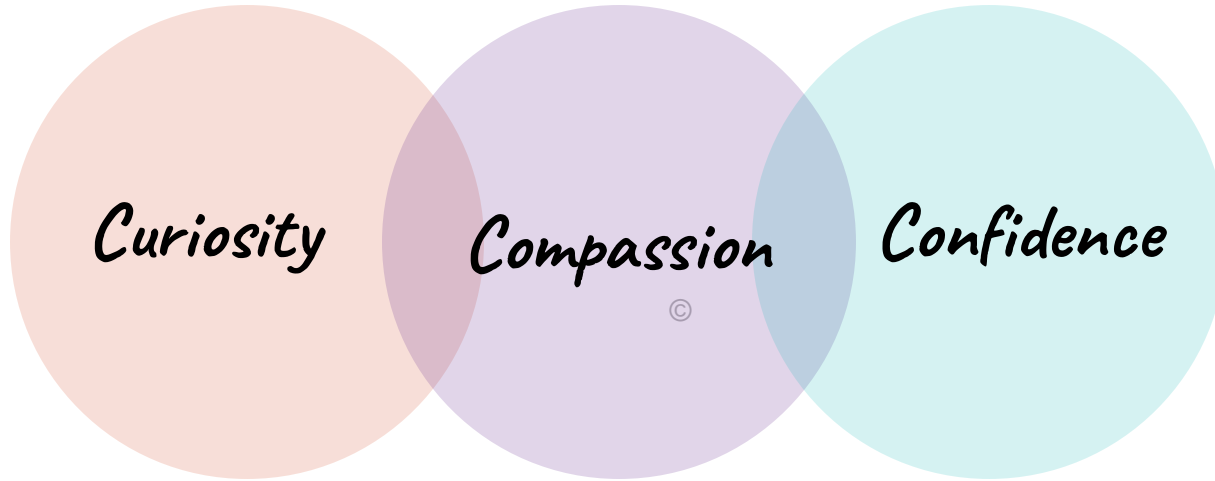
Rings of Common Purpose



Vision > Mission > Values > Customer Focus > Goals

Be Human

You're more than your title



Connection is not soft. It is strategic.

H! Human Intelligence by DrShika™



The H! Movement™ by DrSh!ka

Unlock the Power of Your H!

- True North: Setting Intention for Impact *(Intention for Impact)*
- The DrSh!ka CAR Model *(Connection with Impact)*
- Confident Conversations by DrSh!ka *(Speak with Impact)*
- Strategic Connections by DrSh!ka *(Opportunities with Impact)*
- BeHuman by DrSh!ka *(Presence with Impact)*

The H! Movement → Build the network no machine can replicate.

“Fate follows action.”

- Niti Sastra



Connect with Impact

BeHuman™

Presence with Impact

Strategic Connections™

Opportunities with Impact

**Confident
Conversations™**

Speak with Impact

**Unlock the power of
your H! (CAR Model)™**

Connection with Impact

True North™

Intention for Impact

Second Step: Join a live DrSh!ka Experience

Live this Monday and Tuesday

Unlock the Power of Your HI! 3pm - 5.30pm

- 1) Uncover Your 3 Words (60 mins-**M**)
- 2) Show Up With Purpose (90 mins-**M**)
- 3) Turn Conversations into Opportunities (120 mins - **T**)
- 4) Open Spark Surgery (30 min-**T**)

Limited Seats | Vine St. 45202, Ohio

THREE WEEK SPRINTS (running online Nov and Dec)

Dates: November 16, 23 & 30 (**Sun**) | December 6, 13 & 20 (**Sat**)

True North

Set Intention. Craft your value, sharpen your voice, and guide conversations that create opportunity.

Times: 2- 4pm UK time
9 - 11am EST
(global-friendly)

Strategic Connections

Connect with purpose

Align with intent

Reconnect with momentum.

Time: 6-8pm UK time
1 - 3pm EST
(global-friendly)

Share your Spark! **Conversation Starter Toolkit >>**

Connection is not soft. It is strategic. Take your second step ...



CONNECT WITH IMPACT™

Powered by H! Human Intelligence™ + the CAR Model™

H! > AI Conversations Build Career Capital. Build the Network no Machine can Replicate.

BLUEPRINT

Your H! strategy

Clarify purpose and your three words so you show up with confidence and intention aligned with your personal and role based goals.

ELEVATE

Your H! value

Strengthen your influence. Communicate clearly, build trusted relationships, and create momentum that delivers shared value while you're seen, heard and valued.

Connect with Impact

Inspiring Leaders



Illuminating Futures

CONSTRUCT

Your H! delivery

Turn conversations into opportunities. Build skills to engage with purpose, align needs, and move from first hello to meaningful next steps based on aligned value.

CONTINUITY

Your H! support

Keep shining through practice, coaching, and community. Stay connected, nurture relationships, and build long-term career capital opening doors of opportunity.



On a mission to impact 1000s lives globally. Lead with your H!



Share your Spark What's your H! SuperPower?

Inspiring thousands to lead with Human Intelligence — one conversation at a time.

Be Seen | Be Heard | Be Valued

Share your Spark & Tag

DrShikaAcademy

Darshika Patel



Join the H! Movement

Build the network no machine can replicate.





Strategic Connections

Conversations build Career Capital

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UP NEXT:

TRACK 1: BUSINESS ACUMEN

THE HUMAN ADVANTAGE: STRATEGY, TACTICS, AND
LEADERSHIP IN AI-POWERED PROJECT MANAGEMENT
-ANY BURNS

TRACK 2: WAYS OF WORKING

THE AUGMENTED OFFICE: INTEGRATING AI WEARABLES
INTO YOUR BUSINESS WORKFLOW
-HAIDAR BIN HAMID

TRACK 3: POWER SKILLS

LEVERAGING GENERATIVE AI FOR ENHANCED PROJECT
EFFICIENCY
-STEVEN JONES

SUMMIT 2025: Darshika Patel



COMPLETE THE SURVEY TODAY
(11/8) FOR YOUR PDUS TO BE
REPORTED FOR YOU

TO SELF REPORT YOUR PDUS:

PDU ID: 0106C65ZLM

PDU TYPE: POWER SKILLS

GO TO PMI.ORG FOR SUBMISSION