

How to demonstrate Capability, Credibility, Competence and Compliance?



We believe in capturing examples of the great stuff you do. To win some important decisions, it's imperative that you can build trust and a great way to do this is to show your capability, credibility, competence, and ability to comply. Some of the best type of Value-telling Content demonstrates how to show capability, credibility, competence, and compliance. Capture examples of how you have shown your skills in a practical way.

We also know that sometimes people can have a creative block, it happens to the best of us, so we thought we would offer up a range of suggestions and ideas that may serve as inspiration or help get the creative juices flowing.

Some suggestions to demonstrate **Capability**

1. Capture positive outcomes from the use of personal skills (soft skills), like problem-solving.
2. Capture positive outcomes from the use of professional skills (hard skills), like engineering.
3. Capture examples of where strengths have been deployed and have been successful.
4. Capture the benefits and positive results of leadership skills in play.
5. Capture the solutions to problems that have been solved.
6. Capture a portfolio of experience, showing you have been there and don't it.
7. Capture examples of high-performance standards and achievements.
8. Capture experiences you have had in a range of scenarios, like on a project. Wins and losses.
9. Capture examples of where goals have been achieved.
10. Record ways expectations have been exceeded.



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Some suggestions to demonstrate **Credibility**

- 1.Capture ways you have stayed up to date with external changes, like legislation.
- 2.Capture examples of innovative solutions to problems.
- 3.Capture examples of when and how you can be counted upon, principled or stick to values.
- 4.Capture ways you have helped others, like sharing knowledge, information, hacks and tips.
- 5.Capture experiences of vulnerability, bravery, authenticity and trustworthiness.
- 6.Capture situations where people have encouraged professional development in others.
- 7.Capture ways people have made well researched decisions.
- 8.Capture examples of team-work, mucking-in, collaboration and partnerships.
- 9.Capture where you have been there and don't it, consistently.
- 10.Capture social proof from others to validate some of the claims being made

Some suggestions to demonstrate **Competence**

- 1.Record where something has been taught and wisdom has been shared.
- 2.Capture regular examples where risk has been avoided or an incident prevented.
- 3.Capture where knowledge and wisdom have been used to accurately forecast something.
- 4.Capture examples where an opportunity has been created or seized owing to experience.
- 5.Record examples of consistent mentorship.
- 6.Capture examples of help people have received as a result of your competence.
- 7.Capture examples of knowledge growth, maturity or awareness, like getting a qualification.
- 8.Capture examples of where a new skill (soft skill) has been learnt or taught.
- 9.Record examples of where a situation has been analysed and a good call has been made.
- 10.Capture examples of beliefs, rituals and learnings have been applied, consistently to win.

Some suggestions to demonstrate **Compliance**

- 1.Capture proof you have delivered on a requirement set out in a Standard.
- 2.Capture proof you have delivered on a requirement set out in a Policy or Procedure.
- 3.Capture a series of examples where compliance can be achieved differently.
- 4.Record ways you have complied with legislation, even a new legal statute.
- 5.Record where an expert approach has helped others achieve compliance.
- 6.Capture evidence of regular checks and balances, like internal audits.
- 7.Capture examples where a decision to be compliant has overridden other pressures.
- 8.Record examples of a robust and highly organised system that can be assured and relied on.
- 9.Capture scenarios where fail-safe systems have been brought into action and worked.
- 10.Capture ways compliance has been achieved when scaling and in a sustainable way.