

THE OANA NEDELCU METHOD

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Professional Growth & Strategic Leadership

A 9-MONTH PRACTICE-BASED CURRICULUM

Build the clarity, influence, presence, judgment and communication required to lead at the next level.

PREP

CONVERSATION

PRACTICE

PROOF

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Cybersecurity & AI Strategist | Enterprise Leader | Mentor

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Clarity & Goal Architecture

STRATEGIC INTENT

Turn ambition into a measurable professional operating plan.

BY THE END OF THIS MONTH

- 1 Choose one nine-month professional outcome.
- 2 Define evidence of progress before selecting activities.
- 3 Establish a cadence that makes accountability automatic.

THE NORTH STAR BRIEF

- 01 **Outcome**
State the result in one sentence.
- 02 **Evidence**
Name three signals that prove progress.
- 03 **First move**
Commit to one action in the next seven days.

MONTHLY PROOF

One-page goal brief + recurring monthly session

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Goal-setting worksheet

External worksheet

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Empowerment through mentorship

External guide

OPEN

Language that builds belonging

External language guide

OPEN

Inclusive language and equity

APA Monitor

OPEN

Cybersecurity workforce perspective

TechRepublic

OPEN

Workplace advancement research

McKinsey & Company

OPEN

Cybersecurity workforce study

ISC2

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What result would make these nine months unmistakably valuable?
- 2 Which current habit is helping your goal, and which is quietly competing with it?
- 3 Who needs visibility into your progress, and what evidence will matter to them?

Influence & Executive Presence

STRATEGIC INTENT

Shape decisions without waiting for formal authority.

BY THE END OF THIS MONTH

- 1 Map stakeholders by influence, interest and trust.
- 2 Make your message easier to repeat and sponsor.
- 3 Align voice, body language and intent under pressure.

THE INFLUENCE MAP

- 01 Decision**
Name the outcome and decision owner.
- 02 Value**
Translate your idea into their priorities.
- 03 Sequence**
Choose the right messenger and moment.

MONTHLY PROOF

Stakeholder map + 90-second influence message

CURATED RESOURCE LIBRARY

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Influencing change at any level

Video

OPEN

Body language and non-verbal behavior

Video

OPEN

Body language and identity

TED

OPEN

Advocacy and negotiation

Podcast

OPEN

Influence without authority

NCDA

OPEN

Stronger self-presentation

PitchHub

THREE QUESTIONS THAT CREATE MOVEMENT

1

Where are you relying on logic when the decision actually depends on trust?

2

What do people experience from you before they process your words?

3

How can you make your recommendation simpler for an executive to repeat?

Personal Brand & Sponsorship

STRATEGIC INTENT

Become known for a specific contribution - then make it sponsor-ready.

BY THE END OF THIS MONTH

- 1 Define the intersection of expertise, value and point of view.
- 2 Build proof through visible, repeatable contributions.
- 3 Develop sponsor relationships before you need advocacy.

THE VALUE NARRATIVE

- 01 Known for**
Choose the problem you want attached to your name.
- 02 Proof**
Collect outcomes, decisions and peer evidence.
- 03 Visibility**
Create a useful signal every week.

MONTHLY PROOF

One-line brand thesis + sponsor readiness plan

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Building a successful personal brand

Video

OPEN

Mentorship versus sponsorship

ABA Banking Journal

OPEN

Why sponsors accelerate careers

The Muse

OPEN

Mentoring and sponsorship guide

External guide

OPEN

Mentoring program resources

External resource hub

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What problem should someone immediately think of when they hear your name?
- 2 Which recent result proves your value more clearly than your job title?
- 3 What would a sponsor need to see before advocating for your next move?

Negotiation & Value Framing

STRATEGIC INTENT

Move from asking for permission to building an evidence-based case.

BY THE END OF THIS MONTH

- 1 Separate positions from underlying interests.
- 2 Anchor your request in business value and credible alternatives.
- 3 Use listening to lower resistance and improve information quality.

THE NEGOTIATION BRIEF

- 01 Target**
Define ideal, acceptable and walk-away outcomes.
- 02 Leverage**
List proof, options and decision criteria.
- 03 Language**
Write the opening, pause and close.

MONTHLY PROOF

One-page negotiation brief + rehearsal

CURATED RESOURCE LIBRARY

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Reframing negative connotations

Video

OPEN

Five levels of listening

Video

OPEN

Negotiation learning lab

Stanford

OPEN

Asking for more

Podcast

OPEN

Difficult negotiation conversations

Podcast

OPEN

Negotiation and leadership

Mindscape Coaching

OPEN

Negotiation strategy research

Harvard PON

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What value have you created that is absent from your current framing?
- 2 Which assumption must you test before you make the request?
- 3 Where would silence, a question or a calibrated alternative strengthen your position?

Sustainable Performance & Visibility

1 2 3 4 5 6 7 8 9

STRATEGIC INTENT

Protect the energy to perform while turning expertise into visible ideas.

BY THE END OF THIS MONTH

- 1 Distinguish high-value effort from performative busyness.
- 2 Build boundaries around energy, focus and recovery.
- 3 Turn one area of expertise into a conference-ready idea.

THE ENERGY-TO-IMPACT AUDIT

- 01 Energy**
Track what creates, consumes and restores focus.
- 02 Impact**
Rank work by strategic value, not urgency alone.
- 03 Idea**
Frame one insight for a specific audience.

MONTHLY PROOF

Boundary experiment + 150-word session abstract

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Preparing a strong proposal

BrightTALK

OPEN

Finding fulfillment in working life

Apple Podcasts

OPEN

Work-life and mental-health perspective

SFI Health

OPEN

Workplace wellbeing research

Associated Press

OPEN

Writing an effective conference proposal

Piano Inspires

OPEN

Proposal submission resources

Blue Team Con

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 Which recurring obligation consumes energy without changing an outcome?
- 2 What boundary would protect your best thinking without harming trust?
- 3 What do you know from experience that a specific audience needs to hear?

Leadership Operating System

STRATEGIC INTENT

Lead through standards, decisions and relationships - not title alone.

BY THE END OF THIS MONTH

- 1 Define the principles that guide your decisions under pressure.
- 2 Use sponsorship, allyship and delegation intentionally.
- 3 Create psychological safety without lowering accountability.

THE LEADERSHIP OS

- 01 Standard**
Name what your team can always expect from you.
- 02 Decision**
Clarify how you decide when data is incomplete.
- 03 Climate**
Pair candor with safety and clear ownership.

MONTHLY PROOF

Leadership principles + one delegation experiment

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Mentorship, sponsorship and allyship

ACE

OPEN

Leadership lived experiences

ACE

OPEN

A journey to inner strength

Apple Podcasts

OPEN

Advancing leadership opportunity

Littler

OPEN

Inclusive leadership in diverse teams

Leadership article

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What behavior do you tolerate that quietly resets the standard?
- 2 Which decision should move closer to the person with the best context?
- 3 How can you make dissent safer while keeping ownership unmistakably clear?

Feedback as a Performance System

STRATEGIC INTENT

Convert feedback from an emotional event into a repeatable learning loop.

BY THE END OF THIS MONTH

- 1 Ask for feedback that is observable and actionable.
- 2 Separate signal, delivery and intent before responding.
- 3 Close the loop by testing one visible behavior change.

THE 24-HOUR FEEDBACK LOOP

- 01 Receive**
Listen, clarify and avoid instant defense.
- 02 Process**
Identify the useful signal and desired behavior.
- 03 Test**
Run one change and report back on the result.

MONTHLY PROOF

Feedback request + one-week behavior experiment

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The secret to giving great feedback

Video

OPEN

Using feedback from others

Video

OPEN

How to receive feedback well

Radical Candor

OPEN

Bias in performance feedback

Textio

OPEN

Crucial Conversations

Book

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What question would produce more useful feedback than 'How am I doing?'
- 2 Which part of difficult feedback is signal, and which part is delivery style?
- 3 How will the person who gave feedback know that you acted on it?

Presentations & Thought Leadership

1 2 3 4 5 6 7 8 9

STRATEGIC INTENT

Make complex ideas easy to understand, remember and act on.

BY THE END OF THIS MONTH

- 1 Lead with the audience problem, not your agenda.
- 2 Structure every presentation around one decision or belief shift.
- 3 Use voice, movement and visuals to reinforce the message.

THE ONE-MINUTE SPINE

- 01 Tension**
Name the uncomfortable truth or unmet need.
- 02 Insight**
Explain the pattern others are missing.
- 03 Move**
End with a specific decision or next action.

MONTHLY PROOF

One-minute talk + five-slide executive narrative

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Present like a pro

Video

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Seven leadership presence moves

Video

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Public speaking body language

Video

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Public speaking and thought leadership trends

Podcast

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Presentation tips

Towson University

OPEN

Managing public speaking anxiety

Forbes Coaches Council

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What should the audience think, feel or do differently when you finish?
- 2 Which detail is useful to you but unnecessary for the audience?
- 3 Where can one vivid example replace five minutes of explanation?

Communication & Integration

STRATEGIC INTENT

Handle difficult conversations and convert learning into a 90-day standard.

BY THE END OF THIS MONTH

- 1 Prepare for high-stakes conversations with less avoidance and more precision.
- 2 Adapt communication without diluting your point of view.
- 3 Select the practices that will continue after the curriculum ends.

THE CLEAR CONVERSATION

- 01 Facts**
Separate observable behavior from interpretation.
- 02 Impact**
Explain why the issue matters now.
- 03 Request**
Make the next step specific and mutual.

MONTHLY PROOF

Conversation plan + personal 90-day operating standard

CURATED RESOURCE LIBRARY

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Managing difficult conversations

Learning resource

OPEN

Handling difficult workplace conversations

Binghamton University

OPEN

Mentorship and psychological safety

Workplace article

OPEN

Communication style and leadership voice

Communication article

OPEN

Communication as a career accelerator

Global development resource

THREE QUESTIONS THAT CREATE MOVEMENT

- 1 What truth are you avoiding because you have not yet found the right language?
- 2 Which communication practice most changed your results during these nine months?
- 3 What will you continue weekly, monthly and quarterly for the next 90 days?