

# THE POWER OF THE PIVOT: HOW TO ADAPT IN CHANGING TIMES

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# Introduction To Jennifer Franks

- 19 Years Federal Service with the U.S. GAO
- Director, Center for Enhanced Cybersecurity
- Acting Director, Analytics Foundry
- Certified Adjunct Faculty
- Certified Gallup Strengths Coach
- Board Member
- Mentor

Top 5 Core Leadership Strengths

Positivity – Arranger – **Adaptability** – Achiever – WOO



“

When obstacles arise, you  
change your direction to  
reach your goal; you do not  
change your decision to get  
there.

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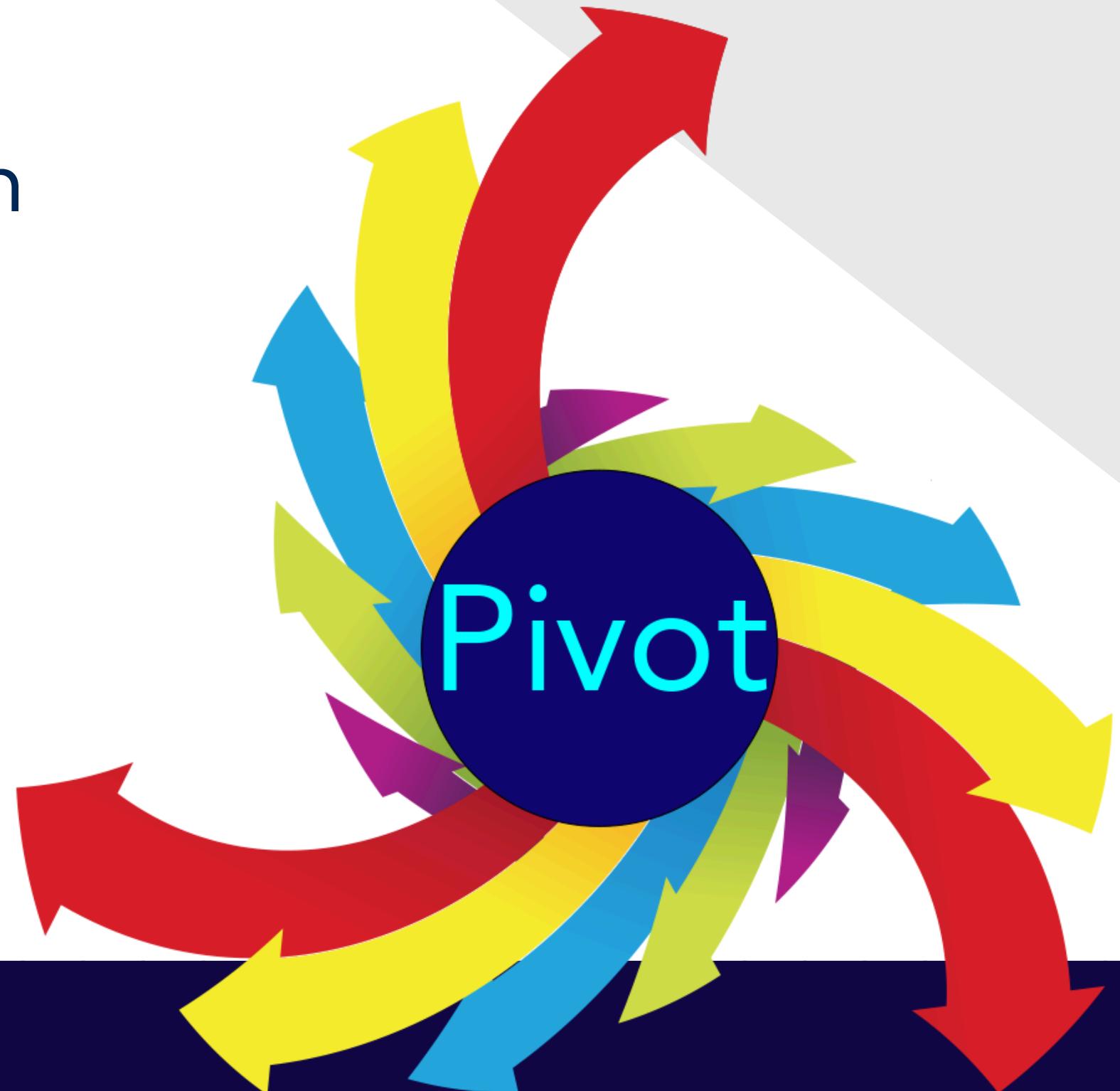
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# Session Objectives

- Understand what it means to pivot and why it's essential in today's environment.
- Develop strategies to adapt with a flexible, growth-oriented mindset.
- Tap into renewed personal energy through reflection and mindfulness.
- Recognize the role of self-care in sustaining motivation during change.
- Ask deeper, more intentional questions that clarify direction.
- Create a Pivot Plan with actionable next steps.

# The Power of the Pivot: Why It Matters

- A **pivot** is a deliberate, strategic shift in direction to better align with goals, changes, or opportunities.
- Abandon Purpose, or Refine the Path?
- Survival & Growth: Those who don't adapt get left behind



# Benefits of The Pivot



## **Increased Flexibility**

Allows for adapting to changing circumstances and new information, making it easier to navigate uncertainty and volatility.

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## Opportunities for Growth

Can open doors to new opportunities, skills, and perspectives.

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# Enhanced Resilience

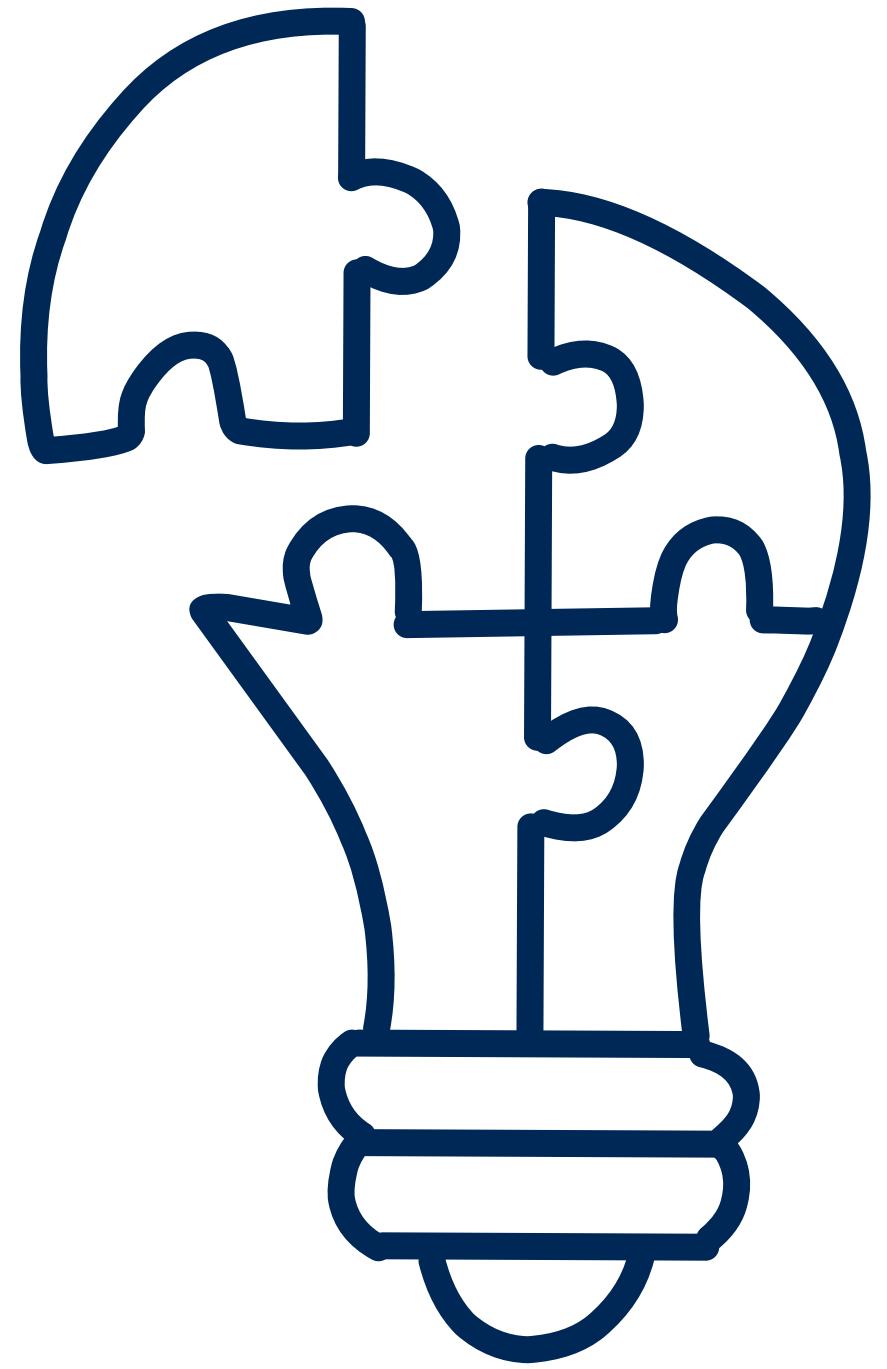
Demonstrates flexibility and adaptability in the face of challenges.

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## Improved Long-Term Success

Individuals can increase their chances of achieving long-term success.

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**“Your Last Pivot”**

*A Reflective Story*

# How to Pivot: The Framework

The Steps	The Drive
<b>P – Pause &amp; Perceive</b>	Take stock of your current situation and environment.
<b>I – Identify the Opportunity</b>	Look for gaps, unmet needs, or better directions.
<b>V – Validate the Idea</b>	Test with small experiments, feedback, or data.
<b>O – Own the Shift</b>	Commit and communicate the new direction clearly.
<b>T – Take Action</b>	Execute with agility; iterate as needed.

# The Mindset: Adapting to Change

*From Resistance to Readiness-*

- What beliefs or thoughts make it hard to change?
- What would you tell a friend going through this?
- What new mindset will help you move forward?

“

IT IS NOT THE STRONGEST  
OF THE SPECIES THAT  
SURVIVE, NOR THE MOST  
INTELLIGENT, BUT THE ONE  
MOST RESPONSIVE  
TO CHANGE.”

”

- CHARLES DARWIN

# Self-Care Reflection: What Refuels You In Times of Transition?

- What activities give you energy?
- What boundaries help protect your peace?
- What are signs you're burning out?

# The Power of Questions: Asking vs. Assuming

- Reduces misunderstandings and improves clarity
- Encourages participation and builds ownership
- Identifies and addresses concerns proactively
- Drives better decision-making and innovation
- Fosters trust and transparency

# Taking Action: A Commitment

- What situation do you need to adapt to?
- What small pivot can you try this month?
- Who can support you?
- What's one pivot you'll commit to starting today?

# Key Takeaways

- Pivoting Is Not Quitting—It's Evolving!
- Change Is Inevitable—How You Respond Is a Choice
- Growth Requires a Mindset Shift
- Energy Fuels Adaptability—Selfcare is part of the strategy!
- Questions Unlock Possibility
- Small Shifts Create Major Impact Over Time
- You Are Not Alone in the Pivot
- The Power Is in the Plan

# THANK you!

Jennifer Franks

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