IMS



MOTIVATION, COOPERATION AND ENGAGEMENT:
REACHING FOR THE NEXT LEVEL
with Dr. Alan Zimmerman
$425 (US) per person

VIRTUAL SESSION (3-HOUR)

MOTIVATION, COOPERATION AND ENGAGEMENT: REACHING FOR THE NEXT LEVEL

Unlike most motivational programs that do little more than explain the "why" of human behavior, this program shows you the "how." You will learn specific communication skills to inspire productivity in others, build their trust, fuel their accomplishment, and assure their peak performance especially in changing times. Thousands of people in dozens of organizations have benefited from this program, and their feedback says these skills work! When you give people the care they need, they produce the results you want. The objectives for this program include: (1) learning to avoid practices that erode motivation; (2) learning to generate lasting enthusiasm in others; (3) mastering a communication system that brings out the best in others; (4) practicing feedback strategies that improve work processes, boost performance and change unproductive behavior; (5) learning to create an atmosphere of respect and trust in the workplace; (5) learning to increase employee investment in organizational success.

DR. ALAN ZIMMERMAN

Dr. Alan Zimmerman is Founder and President of the Zimmerman Communi-Care Network, Inc., an international consulting, coaching and speaking firm. In that position, Dr. Zimmerman has delivered more than 2,000 programs in 48 states and 22 countries. Dr. Zimmerman has a Ph.D. from the University of Minnesota in Interpersonal Communication and Psychology. He has written several books and hundreds of articles on motivation, communication, change management, work-life balance, team relationships, customer enthusiasm, positive attitudes, workplace negativity, and conflict resolution. Dr. Zimmerman taught at Mankato State University, Emporia State University, and the University of Minnesota for 15 years. His clients include such major corporations and organizations as 3M, AAA, Abbott Laboratories, American Express, DHL, IBM, U.S. Army, U.S. Air Force, U.S. Steel, Mayo Clinic, and Merck. He has been named "Outstanding Faculty Member" by two different universities and also been named "Distinguished Faculty Member" by IMS on two occasions. Awarded the Certified Speaking Professional Designation of Quality by the National Speakers Association, an award given to the top 5% of speakers. Most recently inducted into the Speaker Hall of Fame, an honor bestowed on a small handful of people in the last 30 years, including Ronald Reagan, Colin Powell, Art Linkletter, Zig Ziglar and Norman Vincent Peale.

TOPICS COVERED

B = BELIEF

TREATING OTHERS AS YOU SEE THEM
OVERCOMING WORKPLACE NEGATIVITY
SHOWING RESPECT FOR EVERYONE

E = ENTHUSIASM/ENGAGEMENT

TAKING ACTIONS THAT BUILD TRUST
USING THE FIVE WORK LANGUAGES THAT BUILD COOPERATION
ADOPTING EIGHT ENTHUSIASM SKILLS
PROJECTING CONTAGIOUS ENTHUSIASM>

L = LISTENING

OVERCOMING BAD LISTENING HABITS
ADOPTING NONVERBAL ATTENDING BEHAVIORS
LISTENING WITH ACCURACY AND EMPATHY
ASKING BRAVE QUESTIONS

I = IMPORTANCE

MEETING CRUCIAL PSYCHOLOGICAL NEED
INSTILLING ACHIEVEMENT MOTIVATION
GIVING POSITIVE FEEDBACK THAT CHANGES OTHERS' BEHAVIOR, BUT COSTS YOU NOTHING

E = EXAMPLE

SETTING AN EXAMPLE IN TIME OF CHANGE AND CRISIS … WHAT YOU CAN SAY AND DO AND WHAT YOU CAN'T
ASKING FOR WHAT YOU NEED
GIVING CONSTRUCTIVE CRITICISM

F = FOLLOW-THROUGH

KEEPING PROMISES
GETTING OTHERS TO KEEP COMMITMENTS
HOLDING OTHERS ACCOUNTABLE
PRACTICING THE CONSISTENT-PERSISTENT PRINCIPLE

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
Phone: Email: Website: **https://ims-online.com/leadership-development//**