

# Atlanta 2017

## Jan 24: Coaching In The Moment: Bringing Out The Best In Others

Coaching Moments® are all around us, but we may not recognize them. These opportunities to help others learn, grow and develop are hidden within the day-to-day interactions we commonly call problems. Coaching in the Moment® is a highly interactive learning experience that enables participants to create coachable moments and use the elegantly simple Untying the Knot® approach to coaching conversations so that others can identify their own path forward.

Dianna Anderson, MCC is the Chief Executive Officer for Cylent, a professional services firm offering coaching-based leadership development, culture change and MetrixGlobal evaluation services. Dianna is an accomplished leadership coach, author and management consultant, with a true passion for partnering with individuals, teams and organizations to create lasting transformational change that delivers real value. Dianna is recognized by the ICF as a Master Certified Coach.

## Feb 15: Critical Success Factors for Women Leaders

In this session, women leaders will examine their own profile of success and areas for development. They will also focus on the key ingredients that continue to hold women back: not developing and articulating a leadership vision, not paying attention to the political landscape, and not strengthening the breadth and depth of relationships. They will leave this session with practical tools and individual insights to apply in their current roles.

Sara N. King is principal of Optimum Insights, Inc., a private consulting firm, that is devoted to helping leaders assess their potential and increase their performance. During 25 years in leadership development, she has served thousands of executives in Fortune 500 companies, government agencies, educational institutions and nonprofits. She has published many books including the recently revised, "Discovering the Leader in You".

## Mar 09: The One Day MBA: The Tools You Need for World-Class Performance

All managers need a broad perspective to effectively deal with the complex challenges they face daily. To develop this skill, this one-day seminar presents many of the tools and techniques found in MBA programs today. Specifically, participants will examine how basic business processes drive financial results, learn how effective risk management can improve business planning and decision making, and explore how financial and non-financial measures can best be used to evaluate operating results.

Dr. Barsky is currently a professor at the Villanova University School of Business. He has also taught as a visiting professor in the Executive MBA program at Washington University in St. Louis and the INSEAD MBA program in Europe. He has been a faculty member with the Institute for Management Studies since 2001. His research and teaching focus on performance measurement, business planning, risk assessment, and contemporary financial reporting issues. Dr. Barsky develops and delivers executive education programs for various Fortune 100 companies, global professional services firms, and industry associations in North America and Europe. In addition to professional experience in the fields of accounting and finance as an analyst, auditor, and business consultant, Dr. Barsky has also served on business advisory boards and as the Treasurer for a retailing cooperative. He has authored five books and published over seventy articles in various academic and professional journals, including Strategic Finance, The Economist, Best Practices in Executive Decision Making, Commercial Lending Review, Corporate Finance Review, and Advances in Business Education and Training.

## Apr 05: Optimize Your Decision Making: Managing Uncertainty and Anticipating the Unexpected

Every organization, whether for-profit or not-for-profit, whether publicly traded or privately held, whether large or small, must balance the need for positive short-term results and positive long-term results. Fundamentally, the management behaviors and practices for meeting short-term objectives are vastly different than those necessary to meet long-term objectives. Often mid-level managers must excel in both areas. This session explores best practices in achieving these results. Embedded in the session are decision-making behaviors, cultural enablers, predicting versus managing the uncertainty of the future, and building adaptability into longer-term strategic initiatives. The session is highly interactive and builds on current case studies.

Kathy Pearson, Ph.D. is Founder and President of Enterprise Learning Solutions, a firm focused on executive development and learning across industries. She is a Senior Fellow at the Leonard Davis Institute of Health Economics at the University of Pennsylvania and has also served as an adjunct associate professor in the Operations and Information Management Department at The Wharton School.

## May 09: Creating High Performance Teams

We desperately seek out one another to collaborate over time. Yet our will to collaborate often weakens when problems arise that erode our trust in one another or in the system under which we are often forced to operate. This workshop is designed to look at what makes teams succeed and fail. During the session, we will discuss the requirements for effective teaming, the common interpersonal obstacles we often face, and leadership strategies for overcoming these barriers.

Dr. Harvey Robbins is author or coauthor of six books, including Why Change Doesn't Work and the best seller Why Teams Don't Work. He is President of Robbins & Robbins and has consulted for numerous groups, including 3M, AT&T, Allied Signal, American Express Financial, General Dynamics, Honeywell, Johnson & Johnson, and Toro.

## Jun 06: The Art of Listening, The Power of Speaking: Sharpening Your Communication Edge

In the age of empowerment, teamwork and constant change, there is no more valuable skill for leaders to develop than effective communication. In this workshop you will learn how to quickly connect with an audience, how to sell people on listening, how to keep your presentation from sounding rehearsed even when it is, and how to craft a message that gets results. You'll learn how to deal with tough audiences and how to use humor, participation and stories effectively.

Dr. Terry Paulson is a psychologist and author of the popular books "50 Tips for Speaking Like a Pro", "Paulson on Change", and "They Shoot Managers, Don't They?" Since founding Paulson & Associates in 1974, Dr. Paulson has conducted management programs for 3M, Hughes Aircraft, IBM, Merck, Nissan Canada, and hundreds of other organizations.

## Jul 27: The Power of Personal Accountability: Overcoming Obstacles and Owning Your Success

During this workshop, you will explore practical applications for increasing personal, team and organizational accountability. Specific skills in asking accountable questions, accountable delegation, and creating accountable agreements will be practiced. Finally, you will apply 3 keys for sustaining accountability during projects and change efforts including the development of "recovery plans", a process for holding others accountable and a technique for overcoming the "wall of fear" for leading change. You will create an inspiring and practical Personal Vision of Excellence for achieving their personal and professional goals.

Mr. Mark Samuel, President and Founder of IMPAQ, is considered a practical visionary by Fortune 500 companies. His Leadership Accountability Systems and training has contributed to achieving breakthrough measurable improvements in organizational performance and rapid culture change. Mr. Samuel is the author of *Creating the Accountable Organization* and *Making Yourself Indispensable: The Power of Personal Accountability*.

## Aug 17: Transformational Teams: Creating an Environment that Fosters Productivity, Cohesion and Resilience

Organizations today must understand and leverage 7 critical attributes of cohesive, productive and resilient teams. This 1 day interactive course guides participants through a learning experience to develop the seven attributes and behaviors that are critical to high productivity and effectiveness. The seven critical team attributes include: Trust, Appreciation, Communication, Creativity & Ideation, Meeting Management, Behavior Management and Problem Solving & Decision Making.

Dr. Ellen Burts-Cooper is the senior managing partner of Improve Consulting and Training Group, a firm that provides personal and professional development training, coaching and consultation. She is also an adjunct professor at Case Western Reserve University in the Weatherhead Executive Education Program and author of the book *Canine Instinct: A Guide to Survival and Advancement in Corporate America*. Dr. Burts-Cooper earned a Ph.D. in organic/polymer chemistry at Virginia Tech and holds a Lean Six Sigma Master Black Belt certification from 3M Company.

## Sep 19: The Resilient Leader: Seven Skills to Boost Your Leadership Abilities and Strengths

In this session you will learn 7 skills to boost your leadership abilities and to foster an atmosphere of your resilience for and in those you lead. You will receive a personal profile of your strengths and weaknesses across the 5 strengths that make an excellent and resilient leader - Integrity, Mentoring, Aligned Values, Results, & Connection to the job. This profile will direct your customized learning as you practice the leadership skills. In this fun and interactive session, what you learn about yourself as a leader will be revealing.

Dr. Andrew Shatt is the founder and President of Phoenix Life Academy. He is a fellow with the Brookings Institution where he facilitates programs for high-level audiences from the Department of Defense, Homeland Security, the IRS, NASA, the CIA, and all branches of the military. He served as adjunct Assistant Professor of Psychology at the University of Pennsylvania from 2000 to 2006, and was a highly decorated teacher in 2003, he was voted the best professor by students in the School of Arts and Sciences and in 2006 he received the Deans Award for Distinguished Teaching. Dr. Shatt has devoted his career to understanding the psychological aspects of motivation, leadership, and resilience and to developing programs to optimize human performance in a wide array of arenas - the workplace, in health, in academics, and in sports. Dr. Shatt is co-author of *meQuilibrium* and *The Resilience Factor*.

## Oct 04: Strategy Matters: Turning Ideas into Actions

In this seminar we lay out an integrated and dynamic process for thinking about and doing strategic management. Adopting a strategic approach renders managers better able to make decisions during unstable and uncertain periods and more able to deal with complexity, diversity and varied sources of information both inside and outside their organisations. The underpinning principle is the balance between change and consistency. To achieve breakthroughs in performance, managers need to recognise and maximise where excellence exists inside the organisation, while at the same time identifying and seizing opportunities outside.

Dr. Thomas Lawton is Visiting Professor of Business Administration at the Tuck School of Business at Dartmouth College in the USA and Professor of Strategy and International Management at the Open University Business School in the UK. He is also Managing Director of Kilcolman Associates, a firm that advises clients around the world on leadership development and growth strategy. He is the author or editor of 8 books, including *Breakout Strategy* (McGraw-Hill, 2007) and *Aligning for Advantage* (Oxford University Press, 2014).

## Nov 02: Leading AND Managing: 7 Strategies to Help You Excel at Both

This session will explore the essential strategies and techniques required to powerfully lead and manage simultaneously from the same role. Being a manager is one of the most arduous and yet most valuable roles in any organization. The challenge lies in dealing with the expectations of those above and below you while also contributing to people's success around you. When you master this, you will discover how to impact any organization from the middle. You will leave this class with the skills needed to powerfully evolve into a successful Manager.

Ms. Ann Tardy, a former Silicon Valley corporate attorney and a current leadership expert, speaker, and author, Ann has been studying how people impact organizations from the middle for over 25 years. As the author of four books, Ann serves as the Founder and CEO of LifeMoxie Mentoring & Leadership and the Founder and Director of The Mentoring Council. She has cycled from San Francisco to New Jersey and down each coast in a quest to discover what people love about their jobs. Her documentary Work Matters captured the interviews she conducted on the bike.

## Dec 13: Creating the Innovation Mindset: Using Storytelling to Spark Creativity and Increase Engagement

All business leaders worth their low-salt lunch, regardless of their industry, will agree on one thing that innovation a key driver of their company's success. What they don't agree on is how to ensure that innovation actually happens. After 27 years of providing innovation services to some of the world's most forward-thinking organizations, Mitch Ditkoff has discovered the holy grail of moving the innovation needle. Storytelling. Yes, storytelling the skillful communication of personal narratives that change mindset, increase engagement, transfer knowledge, and spark commitment. Archimedes said that if he had a fulcrum, he could move the world. In the realm of innovation, storytelling is the fulcrum.

Mitch Ditkoff is the co-founder and President of Idea Champions, a highly acclaimed management consulting and training company, headquartered in Woodstock, NY. He specializes in helping forward-thinking organizations go beyond business as usual, originate breakthrough products and services, and establish dynamic, sustainable cultures of innovation.

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