

# San Francisco 2017

## Jan 25: Increasing Your Personal Impact: Maximize Your Power to Influence Others

Regardless of the type of organization you're in, or the role you play in it, you are in the business of people. Because of that, great leadership is the driving force behind growing your business. Based on his highly-rated book, *The Power of Influence*, Ty Bennett shares his philosophies and tools for increasing your influence and impact as a leader. How do you become a good leader? Through influence. How do you become a great leader? By using influence and integrity to engage and inspire others.

Ty Bennett draws on his experience in the trenches to share real and tangible techniques about the principles of leadership that continue to create his success. The founder of Leadership Inc., who has been featured as one of the Top 40 Under 40, Ty is a young fresh voice providing interactive presentations that are engaging, dynamic and inspiring.

## Feb 16: Negotiate Smart to Get the Big Win! (And Never Be Out Negotiated Again)

This highly informative fast-paced workshop based on the latest research as well as 25 years of negotiating experience takes the mystery out of negotiating. Ms. Shlossman introduces a series of simple, easy-to-implement strategies that will have a big impact on your negotiation outcomes, leading to negotiation mastery. You will learn the Negotiate Smart strategies for (a) effectively setting the stage for win-win outcomes; (b) creating and utilizing leverage to achieve your negotiation goals; (c) finding creative and assertive ways to change their no into a yes; (d) managing concessions while developing trust and maintaining good rapport; (e) dealing with hard-ball negotiators; and (f) using the emotional side of negotiating to work for you and not against you.

Ms. Ruth Shlossman is the Executive Director and Senior Consultant at Castle Negotiations Consulting Group. With over 26 years of experience in the field of negotiation training and research, she has helped thousands of people learn the strategies necessary to become master negotiators. Companies that have been yielding greater negotiation outcomes following her training include: NASA, Chrysler, US Army, Novo Nordisk, Philips, DTCC, 3M, United Copper, Gillette, ArcelorMittal, BCD Travel, Accenture and many more.

## Mar 15: 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.

## May 02: 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 24: Influence to Impact: Leveraging Interpersonal Power for Women Leaders

Influence is a crucial competency that enables leaders to succeed in the global marketplace. This program is a highly interactive, leadership development workshop for women. In this course women come to understand the three levels of power involved in influencing, they discover their I2I (Influence to Impact) influence profile, they are taught the power of language and the role gender plays in organizational influence, they are taught to use dialogue as an influence tool, and are taught the secrets of leveraging the hidden power of the organization.

Dr. Jeanne Porter King is a seasoned organizational development consultant, author and inspirational speaker that has been called to lead and make a difference in the lives of others. She has worked in a number of development roles in Fortune 100 companies, which includes working as Senior Consultant in the Diversity Practice of Price Waterhouse.

## Jun 13: Effective Coaching Skills for Busy Managers

In this highly interactive program participants will: (1) Learn how to create ownership and urgency from those they lead; (2) practice specific coaching skills and tools to bring out the best in others; (3) learn keys and a format to managing their coaching time; (4) explore a 12-minute coaching model that creates positive accountability and results; (5) coach each other on real issues that impact their business; (6) work with specific tools to help blocked or stuck employees; and (7) learn how to coach different personalities on their team.

Dr. Tim Ursiny, founder of Advantage Coaching & Training Inc., is a speaker and certified business coach specializing in helping individuals reach peak performance and life satisfaction. His areas of expertise include communication skills, team building, confidence, coaching skills and dealing with change. He has written or co-written 13 books including *The Cowards Guide to Conflict* which is in its fourth printing. Dr. Tim is a frequent speaker on a variety of topics that benefit individuals in the workplace and personal life. He has spoken for firms such as Wells Fargo Advisors, Raymond James, Morgan Stanley Wealth Management, UBS, LPL, and Invesco. Tim has been interviewed and appeared in *The Bottom Line*, *The Chicago Tribune*, *People Magazine*, *Readers Digest*, *First for Women* and other periodicals. He has also appeared on CNN radio news, VH-1 News, and Total Living.

## Jul 20: Listen Up! How to Increase Productivity, Build Engagement and Avoid Misunderstandings

This program focuses on a critical skill for managers and executives: listening. While the most admired managers are good listeners, others take short cuts by faking attention, making assumptions, using rehearsed responses, fading in and out of conversations, and failing to retain pertinent information. Effective leaders are the ones who understand the power of listening strategically to build key relationships and influence others. In this workshop, you will diagnose your own listening skills and learn practical listening techniques for becoming an authentic leader. Participants will learn the secret to better listening, how to reduce the costs of poor listening, how to use inquiry to your advantage, how to gain attention and understanding, and when NOT to listen.

Dr. Kittie W. Watson, President and founder of Innolect Inc., is an organizational communication expert and specialist in strategic issues management, leadership transformation, and change implementation. With over 15 books, *Listen Up!* was published in seven languages (St. Martins Press). She was featured on ABCs 20/20 as a listening expert and in popular publications including: *American Medical News*, *Bottom-line Personal*, *Money*, *Glamour*, and *Home Office Computing*. Dr. Watson serves as an expert witness and is regularly interviewed by the media.

## Aug 15: Dealing with Difficult People: Bringing Out the Best in Others

Dr. Brinkman says, Communication is like a phone number, you need all the correct digits and in the right order. Dr. Rick will share his proven strategies to handle: Whining, Negativity, Attacks, Tantrums, Snipers, Know-it-Alls, Think-They- Know-it-Alls, as well as Yes, Maybe and Nothing people. The examples and practical skills in this seminar will immediately transform behaviors that used to strain all relationships, both business and personal! It will even include special contexts like email communications, phone and meetings.

Dr. Rick Brinkman is the developer of Conscious Communication seminars and the principal of Rick Brinkman Productions, Inc. He has performed over 4000 programs in 18 countries. In addition, he is co-author of numerous books including the international bestseller, *Dealing With People You Can't Stand*, *How to Bring Out the Best in People at Their Worst*, which has been translated into 25 languages. His clients have included Pepsico, LucasFilm, IBM, the VA, the Astronaut Corps, the FBI and Sony Pictur.

## Sep 26: Straight Talk: Using Candor and Constructive Confrontation to get Better Results

This practical seminar develops skills for planning, leading, and following up on Candor Conversations about expectations and agreements. We tackle both the smoother, preventive discussions around clear upfront Agreements, as well as the most stressful of work discussions - Constructive Confrontations. We'll provide antidotes for someone repeatedly breaking an agreement - instead of giving up, blowing up at the person, or burying the issue.

Dr. Rick Brandon has over 30 years of performance improvement experience, and has educated over 100,000 people in workshops and speeches. He delivers keynote speeches at corporate events, educates thousands annually in workshops and appears in various industrial and educational videos.

## Oct 24: The Power of Innovative and Strategic Thinking

Dr. Krippendorff presents his proven approach to developing innovative strategies to drive organizational and personal growth and success. This program will blend innovative techniques and strategic concepts with cognitive science to present a practical set of tools and best practices. Participants will learn three key strategies for strengthening their competitive advantage and five key strategies for generating new and innovative growth, Dr. Krippendorff will introduce the role that strategic narratives play in the design of a strategy. Participants will leave with a set of tools to help them consistently identify and seize opportunities others overlook.

Dr. Kaihan Krippendorff is a strategist, speaker, consultant, and best-selling author of four books, most recently "Outthink the Competition". He has trained over 6,000 executives and entrepreneurs in his unique strategy approach, *The Outthinker Process*, and works with the leadership teams of a growing number of leading corporations including Microsoft, VMWare, Aetna, Johnson & Johnson, Citibank, LOreal, United Technologies, Kraft, and Experian to design innovative business strategies that produce new revenue, profits, and market share.

## Nov 16: Lead through Influence: Increasing Your Leadership Effectiveness

In this session, top executive coach and author Joel Garfinkle reveals his signature PVI model Perception, Visibility, and Influence. These three powerful attributes produce valued employees and in-demand leaders capable of influencing decisions at every level of the organization. Through practical advice, true-to-life examples, and action-oriented tips, audience members will learn how to improve the perceptions others have of them, increase their profile across the organization, and exert influence by driving change and inspiring people.

Joel Garfinkle is recognized as one of the top 50 executive coaches in the U.S., having worked with many of the worlds leading companies. His clientele comprises a distinguished and diverse international client base, including Oracle, Google, Amazon, Deloitte, Ritz-Carlton, Bank of America, Starbucks, and many others.

## Dec 12: Managing Competing Demands: Getting It Done and Having a Life

Work-Life Balance is no longer a luxury. It's a necessity for good health, energy and productivity. The objectives of this dynamic, interactive session are to help participants: (1) develop a clear picture of the Work-Life Balance they would like to achieve (2) identify obstacles that stand in the way of achieving their desired balance (3) develop a repertoire of action strategies and tools for overcoming current obstacles and any that may arise in the future and (4) develop their own personal action plan which is concrete, practical and achievable.

David Posen, M.D. is the author of three best-selling books: "Always Change a Losing Game", "Staying Afloat When the Water Gets Rough" and "The Little Book of Stress Relief", now in its twelfth printing and translated into seven languages. His clients have included University of Michigan, Warner Brothers, US Steel, Chevron, IBM, Verizon, Allstate Insurance, Federated Investors, American Express, Microsoft, Cisco Systems, McKinsey.

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