IMS

Seattle 2017

Jan 26: 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.

Mar 14: The Power of Collaborative Leadership

As more and more organizations move toward a collaborative culture, a new leadership model is emerging one that replaces command and control with trust and inclusion. The leaders new role is to encourage team members to see themselves as valued contributors, to help them build their knowledge base and expand their personal networks, and to motivate them to offer their ideas and perspectives in service of a common goal. Collaborative leaders understand how to create an environment in which people choose to participate and contribute. Inspiring, interactive and energizing, this session will give you the insight and skills to build collaborative relationships within your team and throughout the organization.

Carol Kinsey Goman, Ph.D., is an international keynote speaker and leadership presence coach. Carol has been cited as an authority in media such as Industry Week, Investors Business Daily, CNN`s Business Unusual, PBS Marketplace, MarketWatch radio, and the NBC Nightly News. She is a leadership blogger for Forbes and the author of twelve business books, including "The Silent Language of Leaders: How Body Language Can Help - or Hurt - How You Lead. " Carol has published over 300 articles in the fields of organizational change, leadership, innovation, communication, collaboration, employee engagement, and body language in the workplace. She can reached by email: Carol@CarolKinseyGoman.com, phone: 510-526-1727, or through her website: www.CarolKinseyGoman.com.

Apr 05: 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 Crops, the FBI and Sony Pictur.

May 03: 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.

Jun 08: How Innovative Thinking Leads to Extraordinary Outcomes

Successful organizations operate on the edge of chaos and embrace risk, error, and ambiguity, while practicing strategies that reduce the need for doing, undoing, and redoing. You will learn key strategies and practical tools to give you the adaptive capacity to work creatively with change and uncertainty. We will discuss strategies for tapping the human potential for creative thinking, from the inception of ideas to their transformation into practical business strategies and innovations. Learn how effective leaders infuse all levels of the organization with the creative capacity to achieve extraordinary outcomes.

Dr. Iris Firstenberg is an Adjunct Associate Professor of Psychology, UCLA and Adjunct Associate Professor of Management at UCLA Anderson School of Management. She teaches seminars on creativity and innovation for a large number of Fortune 500 companies as well as government agencies. She has co-authored three books including her latest, Extraordinary Outcomes: Shaping an Otherwise Unpredictable Future (John Wiley & Sons).

Jul 20: Building Workplace Trust: Optimizing Relationships, Teamwork, and Performance

Optimal relationships - relationships that fuel exceptional teamwork and performance - are built on a foundation of trust. Do you have relationships at work that suffer from compromised trust? In this interactive session, youll learn the only real way to repair those relationships - and even optimize them through trust building. Youll learn the sixteen behaviors driving the Dimensions of Trust: The Three Cs. Youll get a language to talk about trust-related issues constructively. Youll gain pragmatic trust building skills and proven, practical steps to rebuild trust when it has been broken. Youll be positioned to shift behavior and break through to high trust, high performing relationships and teams.

Michelle L. Reina, Ph.D. along with her partner, Dennis S. Reina, Ph.D., are pioneering, preeminent experts on building and rebuilding trust to drive business results. They are co-authors of the award-winning, best-selling books, Trust and Betrayal in the Workplace: Building Effective Relationships in Your Organization and Rebuilding Trust in the Workplace: Seven Steps to Renew Confidence, Commitment and Energy (Berrett-Koehler). Sought-after as thought leaders for over 20 years, they co-founded the Reina Trust Building Institute, a global enterprise specializing in measuring, developing, and restoring workplace trust. Recently awarded the Global Strategic Leadership Award at the 2012 World HRD Congress in Mumbai, India. Their work has been featured in New York Times, Wall Street Journal, Bloombergs Business Week, Harvard Management Update, Time, USA Today and on national radio & TV including CNN and CNBC. Most important, perhaps, given these volatile, uncertain, complex, and ambiguous times, their work in helping leaders and organizations rebuild trust is profoundly important.

Aug 10: Optimizing Your Time and Focus to Make Your Best Even Better

This session is designed to engage, inform and equip participants with the tools, mindset and practices to improve their productivity by 20% or more every day. Managing email, attending meetings, planning projectsthese are all the types of work our clients say they need to do more effectively and more efficiently. This program is designed to help get more of the right things done, faster and easier, using the tools and systems we all have access to. Learn what top performers know about productivity and effective leadership. Learn specific time management and productivity insights that you can implement immediately at your office and with your team!

Jason W. Womack, MEd, MA sees the world differently. He doesnt deny there are 24 hours in the day, but he defies low expectations for what can be accomplished in that time. The author of the business development books Your Best Just Got Better: Work Smarter, Think Bigger, Make More, (Wiley, 2012) and The Promise Doctrine: A System for Consistently Delivering on Your Promises (2010). Jason shows that working longer hours doesnt have to be your only choice to increase your productivity and performance. He teaches practical solutions to everyday workflow that will free you up to focus on your bigger leadership goals and projects.

Sep 20: Unlocking Your Brainpower for Successful Leadership

Change, uncertainty and complexity are no longer phases or cycles in business; they are the state of business. Todays leaders need to be both flexible and focused to succeed in this environment, and that ability starts with thinking. This interactive session will explore how you can build the agile thinking skills necessary to adapt to todays mental demands. Youll leave with practical, easy-to-apply tools for leveraging the full brainpower available to you for greater clarity, increased personal satisfaction and better business results.

Ann Herrmann-Nehdi is a thought leader and frequent keynote speaker about thinking and learning in today's changing environment. Her organization, Herrmann International publishes the Herrmann Brain Dominance Instrument (HBDI) based on over 30 years of research on thinking and the brain.

Oct 17: Crossing the Chasm: From Operational Management to Strategic Leadership

This seminar provides a practical framework for thinking and leading strategically in the new market landscape. Through expert content, carefully curated case examples, captivating leadership portraits, insightful strategic dialogue, and impactful development tools, Dr. Kuhn will lead participants through an engaging exploration of the fundamental shifts in mindset, language, and lens needed to break the shackles of short-termism and incrementalism and cross the chasm from operational management to strategic leadership.

Dr. Jeffrey Kuhn is a distinguished thinker, author, strategy advisor, and speaker with expertise uniquely positioned at the intersection of strategy, innovation, growth, and organizational renewal. His work centers on helping senior leaders elevate their thinking during times of transformation and capitalize on emerging growth opportunities. He is the founder of KuhnStrategic, a New York-based strategy and executive development consultancy that works with business leaders worldwide to build the organizational mindset and muscle to unlock new market growth. He holds a doctorate from Columbia University, and has served as an adjunct professor at Columbia Business School, and Teachers College, Columbia University. He is a founding member of the London-based Strategic Management Forum, and is a Fellow at the Royal Society of Arts. He is the author of Beyond the Mirage: Thinking and Leading Strategically in the New Market Landscape (in press, LID Publishing, 2017).

Nov 08: 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".

Dec 06: 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 companys success. What they dont agree on is how to ensure that innovation actually happens. After 27 years of providing innovation services to some the worlds 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.

FOR REGISTRATIONS PLEASE CONTACT: **Laurie Campbell**
Phone: **(206) 549-1298** Email: **seattle@ims-online.com** Website: **www.ims-online.com**