

Cleveland 2018

Jan 24: The Five Absolutes to Achieve High Performance

This dynamic, interactive and hands-on learning experience will: provide specific tools to help leaders better understand the causes of managerial failure; equip managers to better focus their people and themselves on desired outcomes; help leaders effectively equip their people to perform at higher levels; demonstrate the importance of creating a working environment that fosters better results; encouraging managers to maximize people power and will make a strong case for developing both people and processes in your quest for better results.

Dr. Clinton Longenecker is an award-winning business educator, researcher, author, motivational speaker, and executive coach who was recently recognized by The Economist as one of the top 15 business professors in the world. A thought leader in rapid performance improvement, Dr. Longenecker has published over 180 journal articles in America's top academic and professional journals. He is also the author of two best-selling books, including *Getting Results: Five Absolutes for High Performance* and *The Two-Minute Drill: Lessons for Rapid Organizational Improvement from America's Greatest Game*. Dr. Longenecker has helped transform the talents of thousands of business leaders in some of America's best companies from coast-to-coast.

Feb 22: Powerful Communication: How to Craft and Deliver your Message with Authority and Authenticity

Effective communication can impress people but powerful communication can move people to action. This course identifies the elements of powerful communication and teaches the participants how to harness and utilize their own individual skills to become a communicator that persuades, inspires, and transforms. The course will be highly interactive with group exercises, skills assessment, demonstrations, critiquing and opportunity for on-site application.

Dr. Debbye Turner Bell is a veterinarian, journalist, minister, motivational speaker, wife, and mother. For three years, she served as the lead U.S. news anchor for Arise News, a global cable news network. She hosted a daily evening news broadcast called Arise America. Currently, she can be seen as an expert contributor to the show DOGS 101 on Animal Planet. For 11 years, Turner Bell enjoyed her role in broadcast journalism as a staff correspondent for CBS News starting in 2001. She covered a variety of subjects, and was from time to time called upon to cover breaking and developing news.

Mar 14: 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".

Apr 10: You Can't DO a Goal: Creating an Empowered Implementation Team

In this session, participants will learn to apply time tested, best practices associated with successful initiatives or programs when they return to the workplace. This interactive session identifies the common barriers to effective initiatives and presents methods that support success. The critical role senior management plays in successful outcomes is discussed in detail. Case studies illustrating successful and failed initiatives are reviewed. Session Objectives: (1) Use best practices to get a smart start on the initiative, avoid recycle, and get alignment with stakeholders who often have competing needs; (2) Develop an effective management oversight plan to ensure prompt decision making and issue resolution; (3) Employ robust communications methods to ensure alignment among all stakeholders including management, team members, functional managers, internal customers, etc.; (4) Utilize best practices to keep the program on track and stakeholders aligned.

With over 30 years of management, organization transformation, and consulting experience, Pete Luan guides his worldwide clients into improving organization performance through successfully facilitating move-the-dial initiatives. Serving as a trusted advisor to top executives, he not only helps these companies improve their organizational performance, he also leads these key initiatives to achieve those goals. A dynamic speaker, he regularly speaks at conferences and is a skilled facilitator. He has authored numerous published articles and conference papers and developed short courses on successfully implementing initiatives within large organizations. Some of his clients include FMC Technology, Amgen, Chevron, Koch Industries, Conoco Phillips, Talisman, Oceaneering, Plains All American, Marathon, Addax, and Kosmos. Prior to building his consulting business, Pete managed world leading major upstream and chemicals manufacturing projects across the globe for British Petroleum for 20 years. Before joining BP, he was a Captain in the US Army. Pete holds Bachelors and Masters degrees in Mechanical Engineering from Rice University and has completed the Executive Program at Harvard Business School. He is a previous member of the National Speakers Association.

Apr 17: Driving Innovation from Within: Strategies for Generating Ideas and Pursuing New Opportunities

In this seminar, Dr. Krippendorff outlines how to overcome seven key barriers to driving innovation from inside of large corporations. Based on his upcoming book *Change the World without Quitting your Job*, his latest research involving more than 120 interviews with internal innovators, experts, and CEOs, and his analysis of the most transformative innovations of the last three decades, Dr. Krippendorff lays out a set of practical tools and frameworks for navigating the innovation journey. These include knowing what kinds of ideas your organization needs, navigating politics, securing funding, and scaling your idea. He draws from real-life examples like the evolution of the personal computer, Nike's launch of the FuelBand, and the team who convinced Microsoft to launch the Xbox.

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.

May 08: The Changing Rules of Strategy: New Mindsets for a New World

In this session, Professor Hewitt will present a practical model of "disruptive foresight". This will enable participants to do five key things: (1) spot and decipher early signals of competitive disruption in their industry; (2) analyse the forces driving disruption and their likely consequences; (3) consider realistic strategic options to benefit from disruption; (4) ensure the organization acquires the capabilities to handle game-changing challenges; (5) drive a deep mind set shift throughout the organization, well beyond the legacy of traditional change management models.

Professor Gordon Hewitt is widely acknowledged as one of the world's leading authorities on the challenge of competing and creating value in dynamic, complex markets. He has been involved in major strategy and top leadership development programs for corporations such as Pfizer, Sony, Honeywell, Time Warner and IBM. In addition, he has chaired meetings of European and American CEOs and Board Chairman to discuss the future of corporate strategy and governance.

Jun 12: Mastering Your High-Performance Leadership Mindset

High-Performance Leaders are achievement oriented. They are visionary, purposeful, decisive and they get results. At the same time, they relate well to people. They are compassionate, authentic and courageous. But what sets them apart is they have great self awareness and systems awareness. This enables them to effectively navigate stress and change. As High Performance Conscious Leaders, they have the capacity to create highly engaged cultures that drive greater business performance and thriving enterprises. Through a mix of groundbreaking science, story, and experiential learning, you'll learn a powerful neuroscience and mindfulness-based 4-step system to learn new ways to master stress, transform your mindset, take your leadership to the next level and make an even bigger difference in the lives of those who you serve.

Dr. Daniel Friedland, is an expert on the science and practice of High-Performance Conscious Leadership and author of *Leading Well from Within: A Neuroscience and Mindfulness-Based Framework for Conscious Leadership*. Dr. Danny helps leaders and their organizations leverage neuroscience and mindfulness-based skills and practices to better navigate stress, clarify vision and purpose, and create high performing teams and thriving cultures to multiply their success and positive impact in the world. His expertise from publishing one of the early textbooks on Evidence-Based Medicine has enabled him to apply science-based solutions to leadership growth and development. He not only understands the science of leadership, but having served as the Founding Chair of the Academy of Integrative Health and Medicine and Co-Chairman of the San Diego Chapter of Conscious Capitalism, intimately understands the blessings and challenges of leadership, and the growth it asks. He serves as the CEO of SuperSmartHealth, where he provides keynote addresses, workshops and executive coaching to cultivate High Performance Conscious Leadership. He speaks at national and global conferences and his clients include Fortune 500 companies and healthcare systems.

Jul 26: Creative Leadership: How to Innovate in a Complex World

Today's complex problems call for Creative Leadership - the ability and willingness to look at problems from new angles, explore unfamiliar paths, and accept ambiguity and unpredictability rather than resist them. In this session, you will immerse yourself in 4 distinct but interrelated dimensions of Creative Leadership - Spontaneity, Vision, Curiosity, and Simplicity. We will discuss how to harness these 4 essential skills in your own workplace, drawing from the work of artists, scientists, and philosophers. But this is no abstract topic - you will learn powerful strategies for unleashing your ability to lead with courage, change with confidence, and face an uncertain future with your creative and critical thinking skills fully engaged.

Dr. Michael Brenner, president of Right Chord Leadership LLC, is an international leadership consultant, executive coach, keynote speaker, author, and professional musician. He has taught courses at Immaculata University, Temple University, and La Salle University in organizational behavior, negotiations, systems dynamics, interpersonal communication, and the sociology of work. Dr. Brenner earned a doctorate in adult learning and leadership from Columbia University and a masters degree in adult and organizational development from Temple University. He has worked with a variety of well-known organizations including SAP, QVC, Childrens Hospital of Philadelphia, Godiva, Boeing, the Federal Reserve Bank of Philadelphia, and Sri Lankan manufacturer Maliban. He is Past President of the Greater Philadelphia chapter of the Association for Talent Development (ATD) and has been a featured speaker at many industry events and conferences. Dr. Brenner has published several articles and is currently writing a book on high performance teams. An accomplished saxophone player, Dr. Brenner has performed on stages around the world and frequently utilizes music and improvisation in his workshops to demonstrate principles of leadership and teamwork.

Aug 15: Critical Thinking: Managing Uncertainty and Anticipating the Unexpected

The higher you are in the organization, the more complex problems become. This fast-paced class focuses on developing advanced skills in critical thinking and breakthrough problem-solving. Discover how to increase the quality of your decisions, and those of your team, with particular emphasis on the importance of critical thinking skills to mitigate the effect of our own cognitive biases, as well as an emphasis on making decisions with little or ambiguous information and deep uncertainty. This seminar will help you leverage your team's immense untapped wisdom to get better results. If you are responsible for improving productivity, strategy, quality, or safety you can't afford to miss this class!

Kathy Pearson, Ph.D. is Founder and President of Enterprise Learning Solutions, a firm focused on executive development and learning across industries. An award-winning educator, Kathy is heavily involved in Executive Education at The Wharton School and Duke CE. In addition to her executive development work, Kathy consults to senior leadership teams in the areas of strategic formulation, complex decision making under uncertainty, and strategic execution.

Kathy received her B.S. degree in theoretical mathematics from Auburn University, her M.S. degree in Decision Sciences from Georgia State University, and her Ph.D. in industrial engineering from Northwestern University.

Sep 12: Tools and Techniques for the Five Most Common Coaching Situations

The two areas in which coaching has the most dramatic impact at work are: (1) coaching to engage and develop the high potential people on your team (2) coaching to influence your boss to increase your personal credibility and effectiveness. In this session participants will learn how to connect developmental experiences to needs and position twelve challenges required to develop and engage the high potentials for current and future success. We'll also examine coaching from a perspective of influencing or "coaching up" in the organization.

Bill Hawkins is an expert in leadership effectiveness and organizational change. In association with the Alliance 4 Strategic Leadership: Coaching and Consulting, he has conducted leadership training in over twenty FORTUNE 500 companies in seventeen countries. Listed in Who's Who in International Business, he is a contributing author in the Peter Drucker Foundation book, "The Organization of the Future." He is also listed in the Who's Who in International Business.

Oct 16: Executive Presence: 4 Ways to Convey Confidence and Command Respect as a Leader

Executive presence means conveying confidence as a business leader, commanding respect, and having a professional magnetism that influences others. Executive presence trades passivity and self-doubt for self-assurance, decisiveness, and bold decision making. With this program, leaders will gain the tools to develop their executive presence and become the elite performers who influence outcomes, contribute to major decisions, and drive change for the betterment of the company. They will create a consistent view of themselves as a compelling force inside an organization. They will learn how to utilize executive presence to shape and positively affect the outcome of situations.

Joel Garfinkle is recognized as one of the top 50 executive coaches in the U.S., having worked with many of the world's 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.

Nov 08: True Drivers of Performance: Work Smarter, Reduce Stress, Lead By Example

We all want to be more productive and deliver our best results. Managing it all is hard, and leading in today's hyper-paced world is even harder. Cut through the complexities and excuses to start realizing real gains simply by changing one thing: the way you make decisions. Quickly begin to use the time you have each day to move your business and life forward, make decisions that yield better results, waste less time, reduce stress and regain balance. Learn how great decision-making habits yield a lifetime of accomplishments.

Steve McClatchy is a keynote speaker, workshop leader and author of the New York Times bestseller *Decide: Work Smarter, Reduce Your Stress & Lead by Example*. Mr. McClatchy has spoken before thousands of audiences on the topics of leadership, performance, personal growth, and work/life engagement. He is a frequent guest lecturer in many of America's top business graduate schools including Harvard and Wharton and has been quoted in *The Wall Street Journal*, *WebMD Magazine*, *Fast Company*, *Oprah Magazine*, *Entrepreneur* and *Investors Business Daily*. He is best known for his passion, sense of humor and energetic personality.

Dec 05: 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, you'll learn the only real way to repair those relationships - and even optimize them - through trust building. You'll learn the sixteen behaviors driving the Dimensions of Trust: The Three Cs™. You'll get a language to talk about trust-related issues constructively. You'll gain pragmatic trust building skills and proven, practical steps to rebuild trust when it has been broken. You'll 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.

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