



Washington D.C.

Leveraging Optimism to Make Change Work

Session Details

Faculty:	Dr. Terry Paulson	Date:	Thursday, July 25, 2019
Location:	College Park Marriott Hotel & Conference Center 3501 University Blvd E, Hyattsville, MD 20783	Sign In:	8:30 AM
Phone:	(301) 985-7300	Session:	9:00 AM - 4:00 PM

Session Description

In the good and the tough times, the best leaders leverage optimism to make strategic changes for themselves and their teams. Optimists are realists who are the first to admit there are problems and the first to do something about them. As a leader, you'll learn how to reframe challenges as opportunities and to turn downturns into strategic progress. You'll learn how to turn your anxiety and worries into attitudes and actions that produce results.

Biography

Dr. Terry Paulson is a PhD psychologist and author of *The Optimism Advantage*, *Leadership Truths One Story at a Time*, *They Shoot Managers Don't They*, *Speak Like a Pro*, and *Favorite Family Lectures*. He's featured in *Nightingale-Conant's* audio series, *The Optimism Advantage* and *Napoleon Hill 17 Principles of Success*. He's been honored as a distinguished faculty member of IMS. Since founding Paulson and Associates, Inc. in Agoura Hills, CA, Dr. Paulson has presented to such companies as IBM, 3M, Kaiser, and hundreds of hospitals, government agencies, and associations. Dr. Paulson is a past president of both the Global Speakers Federation and the National Speakers Association. He's been inducted into NSAs CPAE Speakers Hall of Fame, an honor given to less than 220 speakers worldwide. *Business Digest* labeled him the "Will Rogers of management consultants." Dr. Paulson graduated with honors from UCLA and received his PhD in psychology from Fuller Graduate School of Psychology in Pasadena, CA.

Time Allocation - Topics

50% Developing Your Optimism Advantage

- Choosing One's Attitude Learned Helplessness or Earned Optimism
- Beat the Myth of Perfection on the Road to Optimism and Results
- The Power of Purpose, Service-Centered Missions and Values
- Promote strategic lifelong learning to right size and right skill
- Live the Action Imperative Make a Move and Keep Moving
- Let Future-Focused Self-Criticism Turn Mistakes into Valued Lessons
- Manage Your Motivation by Catching Yourself Being Effective
- A Sense of Humor Helps Take Change Seriously and Yourself Lightly

50% Leaders Make Change Work

- Sell the need for strategic change
- Optimistically drive your flexible but compelling vision and mission
- Affirm and using core values to build and keep trust
- Unleash the power of story to shape a changing organizational culture
- Focus resources where they count Balancing cost containment and strategic investment
- Care enough to confront and use timely feedback as course-correction data
- Learn bridge-building strategies to increase your strategic influence batting average
- Strategic change management starts with changing yourself first

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