

# Philadelphia 2018

## Jan 25: 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*.

## Feb 22: The Resilient Leader: Seven Skills to Boost Your Leadership Abilities and Strengths

In this session you will learn about 7 ways to grow your leadership abilities and foster resilience on the part of yourself and 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. We will evaluate your top leadership priorities and learn if the time allocated to each is a match. We will assess your self rating of your leadership abilities and determine whether you tend to overestimate those abilities. And then we will delve into 5 concrete skills to boost each of the 5 strengths of resilient leadership. Participants will learn how to convey integrity to direct reports, about the Optimism Gap that exists between leaders and employees (and how to bridge it); and how to align personal values with the values of your organization for optimal performance on the part of both individuals and teams.

Dr. Andrew Shatté 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 Dean's Award for Distinguished Teaching. Dr. Shatté 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. Shatté is co-author of *meQuilibrium* and *The Resilience Factor*.

## Mar 13: 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 10: Critical Thinking: A Key Element Necessary to Reach the Best Decisions

High quality decisions have always been essential for strong business performance. Yet with the increasing speed, complexity and data availability in today's competitive environment, superior decision skills are more important than ever. This workshop will help you improve your decision-making skills by offering behavioral insights into how people actually think and make decisions. It then teaches the advanced critical thinking skills and creative strategies needed to manage unfamiliar, highly complex problems or decisions that involve significant uncertainty.

Dr. John Austin is an award-winning teacher and facilitator with experience working with executives and practicing managers on six continents. He also teaches executives at The Wharton School's Aresty Institute of Executive Education, Georgetown University, and Duke Corporate Education. His work has been mentioned in a number of media outlets including CNN, The Wall Street Journal and Barron's. He is the author of *Unquestioned Brilliance: Navigating a Fundamental Leadership Trap*.

## May 08: The Leader as Teacher and Coach

This is a highly interactive program with numerous opportunities for participants to adapt the content to their work situations. Participants will learn: (1) Benefits of and practices of highly effective teachers, coaches and mentors; (2) The importance of storytelling and how to leverage stories for teachable points; (3) 12 multi-purpose teaching and facilitating methods; (4) How to implement a peer coaching process; and (5) Different forms and best practices of effective mentoring.

Ed Betof (Ed.D.) is a Senior Fellow, Human Capital, at The Conference Board. In this role, he supports the Human Capital Practice that includes The Human Capital Exchange, research, and other initiatives in a broad spectrum of human capital areas. He is the author of "Leaders as Teachers: Unlock the Teaching Potential of Your Company's Best and Brightest." He has authored or co-authored several dozen articles, manuals and guides.

## Jun 27: Speak To Be Heard!™: Influencing Others to Take Action

Stacey Hanke will help you eliminate the static that plagues communicative delivery - to persuade, sell your ideas, motivate and influence others to act on what you have to say. She will explain the positive actions you can take to increase your impact and value to your peers, clients and teams. This highly interactive session will show you how to immediately implement the influence skills and techniques you learn to your day-to-day conversations. (NOTE: Participants should bring a smartphone or iPad with them to the session.)

Stacey Hanke is co-author of the book Yes You Can! Everything You Need From A To Z To Influence Others To Take Action. Her second book, Influence Redefined, will be released in early 2017. Stacey is founder of Stacey Hanke Inc. She has trained over 15,000 people to rid themselves of bad body language habits and choose words wisely.

## Jul 18: Proven Approaches for building Trust, Resolving Conflicts and Inspiring Others

Authenticity is critical to success and effectiveness for 21st century leaders. Now more than ever, its essential for leaders to build authentic relationships in order to build trust, resolve conflicts, and create a true sense of inspiration and unity for their teams and organizations. This interactive, full-day training program is filled with insight and practical techniques; all grounded in positive psychology and strengths-based leadership principles.

Mike Robbins is expert in leadership, teamwork, and emotional intelligence. He is the author of three books, Focus on the Good Stuff, Be Yourself Everyone Else is Already Taken, and his latest, Nothing Changes Until You Do He delivers keynotes and seminars for some of the top organizations in the world. Mike and his family live in the San Francisco Bay Area, and his clients include Google, Wells Fargo, Microsoft, CBRE, eBay, Citibank, Gap, Chevron, BMW, the Atlanta Braves, and many others.

## Aug 23: 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 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.

## Sep 11: Leading for Creativity and Innovation

This high-energy session is designed to make creativity and innovation practical and accessible. Creativity and innovation are really about making positive change. Outside of new products and services, there are endless opportunities to change how we work every day in every area of the organization. In this seminar you will learn about leadership behaviors that support creativity and innovation, how to enhance your personal creativity, creativity tools, and how to embrace the role of learning and failure. Join Dr. Todd Dewett for this memorable day of discussion, activities, and breakthrough thinking sure to ignite your career.

Dr. Dewett is one of the worlds most followed leadership personalities. He is an expert on authenticity, a best selling author at LinkedIn Learning and Lynda.com, a TEDx speaker, and an Inc. Magazine Top 100 leadership speaker. Todd is a former award-winning professor whose speaking clients include: ExxonMobil, General Electric, State Farm, and many more. He has been quoted widely, including the New York Times, BusinessWeek, TIME, and Forbes. After beginning his career with Andersen Consulting and Ernst & Young he completed his PhD in Organizational Behavior at Texas A&M University. He has since delivered over 1000 professional speeches and created a body of work that has motivated millions of professionals around the world.

## Oct 03: 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 projects these 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.

## Oct 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, Nikes 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.

## Nov 15: 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.

## Dec 04: The Responsibility Process: Unlocking Your Natural Ability to Live and Lead with Power

By the end of this workshop, participants will be able to: (1) Explain the importance of personal responsibility (ownership behavior) for success in any pursuit; (2) Provide at least one reason why good, smart people naturally avoid responsibility and why they take it; (3) State the stages within The Responsibility Process and how it works within the mind; (4) Self-apply The Responsibility Process to grow instead of cope when encountering minor frustrations; and (5) Describe why giving advice is one of the weakest strategies to guide others to take responsibility and explain at least one other alternative which would be more effective. Back at work, participants should be ready to put the following skills to use: (a) Explain the basic concepts of The Responsibility Process and the 3 Keys to Responsibility to those you lead (and coach); (b) Progressively apply the 3 Keys to Responsibility to your larger upsets; and (c) Apply the basic principles for teaching responsibility to those whom you lead (and coach).

Christopher Avery, Ph.D. "The Responsibility Process guy" is an award-winning developer of leaders and a reformed management consultant. Christopher is also the CEO of Partnerwerks, Inc., the leadership development firm. Wondering why so many smart people spend unhappy lives at work, he left a perfectly good job in his mid-twenties to return to school and earn a Ph.D. in organization science from the University of Texas at Austin. His new book *The Responsibility Process* offers practices gleaned from twenty-five years of applied research on responsibility-taking and leadership. He's the host of the multi-award-winning The Leadership Gift Program and its worldwide community of leaders and coaches who are mastering responsibility and producing results that matter.

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