



Los Angeles

The Institute for Management Studies, 201 West Liberty Street, Suite 100, Reno NV 89501

SUBJECT	UNDERSTANDING AND INFLUENCING BREAKTHROUGH PERFORMANCE		
FACULTY	MR. ALAN FINE		
LOCATION	Kyoto Grand Hotel (formerly The New Otani Hotel) 120 S Los Angeles St., Los Angeles, CA 90012 (213) 629-1200	DATE	Tuesday, April 20, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

TIME TOPICS

20%	Exploring the nature of high performance and the key elements to breakthrough performance • Knowledge, Faith, Fire, Focus
15%	Leveraging the power of focused attention
15%	Coaching for Breakthrough • Outside-In coaching paradigm (Performance = Capacity + Knowledge) vs. • InsideOut coaching paradigm (Performance = Capacity – Interference)
15%	Coaching for Engagement: The difficult coaching conversation • Turning challenging coaching conversations to positive coaching conversations
35%	Practicing the InsideOut Coaching Process • Coaching for Breakthrough practice • Coaching for Engagement practice

SEMINAR DESCRIPTION

If you want to boost performance and engagement within your organization, this program is for you! Participants will explore a distinctive coaching methodology (the “G.R.O.W. Model” developed by Alan Fine and his team at InsideOut Development) that helps managers and leaders tap into the full capabilities of their people. This program is very engaging and very practical, having application across many industries, organizational levels, and functional areas.

FOR RESERVATIONS

Michael Alley
 Phone: (310) 478-0207 Fax: (310) 479-6108 e-mail: LosAngeles@ims-online.com

FACULTY



MR. ALAN FINE is a renowned coach, speaker, and performance expert. For 30 years, he has served as a performance coach to a diverse array of clients, including corporate executives, top athletes, and musicians. In his speaking presentations, he incorporates an engaging mix of humor and commentary drawn from the performance-driven world of professional sports. His presentations have won rave reviews. He is also president of InsideOut Development LLC, a professional services firm offering training programs, executive coaching, and organizational consulting. His powerful approach to performance improvement, the InsideOut Development process, has become the gold standard for many of the world's top executive coaches. InsideOut has been adopted by some of the world's most respected organizations in an array of industries-including IBM, NASA, Cadbury Schweppes, Procter & Gamble, BP, and the U.S. Navy. His work has been featured in *CIO Magazine*, in Edward de Bono's book *Tactics*, and on the television program Business Matters. He is also a contributor to the Drucker Foundation Book, *Coaching for Leadership*.

GUIDE TO PARTICIPANT SELECTION

SENIOR EXECUTIVE
(Pres, Exec & Sr. VP)

EXECUTIVE
(VP & General Mgr)

SENIOR MANAGER
(Div. & Reg. Mgrs)

MIDDLE MANAGER
& SUPERINTENDENTS

2	3	3	3	3	3	3	3	3	2	3	3	2
1	2	2	2	1	3	2	2	2	2	2	2	2
1	1	1	1	1	1	1	1	1	1	1	1	1
1	1	1	1	1	1	1	1	1	1	1	1	1
Admin	Distrib	Engr	Finc	H.R.	Legal	Mktng	IT	Ops	Ping	Pchsg	R&D	Sales

APPLICABILITY

"1" indicates primary target audience

"2" indicates a good fit if the level of material is appropriate

"3" indicates (in the opinion of the Institute and faculty) limited applicability.

FOCUS

PRIMARY

LEADERSHIP DEVELOPMENT:

Commitment, Communication, Creativeness, Decisiveness, Developmental Perspective, Empathy, Initiative, Interpersonal Relations

SECONDARY

PLANNING/ORGANIZING:

Problem Identification, Analysis, Evaluating Alternative Solutions, Developing Specific Plans, Generate and Obtain Plan Support

TERTIARY

EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Direction, Guidance, Discipline, Follow-Up, Evaluation

LEVEL

Introductory Intermediate Advanced