



Philadelphia

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

SUBJECT	GETTING BREAKTHROUGH RESULTS: TEN TECHNIQUES FOR INNOVATIVE PROBLEM SOLVING		
FACULTY	MR. PAUL HELLMAN		
LOCATION	Springfield Country Club 400 West Sproul Rd., Springfield, PA 19064 (610) 690-7600	DATE	Tuesday, December 7, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

TIME TOPICS

40%	Sharpen Your Thinking <ul style="list-style-type: none"> • Learn the strengths and limitations of your thinking style • Complete a self-assessment • Ask smart questions to explore your own and other people's situations • Identify common thinking traps to avoid false starts and wasted time • Practice 10 breakthrough techniques to think in new and innovative ways
30%	Energize Your Performance <ul style="list-style-type: none"> • Identify how and when to think more optimistically – and when not to • Recharge your brainpower throughout the day with fast (60-second) techniques • Balance detail with a big picture perspective • Motivate yourself –and others – through a shift in thinking • Get great ideas effortlessly by practicing several non-thinking techniques
30%	Speed Your Results <ul style="list-style-type: none"> • Define a specific business result you'd like to achieve in the next 90 days • Discover new ideas and new perspectives • Anticipate obstacles before they cost you time and money • Apply workshop techniques to your situation through a systematic, thought-provoking approach

SEMINAR DESCRIPTION

Your competitive edge is based on your ability to think - to solve problems, generate and evaluate new ideas, make smart business decisions - and spark the brainpower of others. In this workshop you will practice new ways to think, and to apply these techniques to a current challenge you're facing. We'll begin by clearly defining a specific business result you would like to achieve in the next 90 days. It could be resolving a problem, leveraging an opportunity, or promoting an innovation. Then, through a variety of different exercises - carefully balanced between group work and individual reflection - you'll practice 10 techniques for advancing your result. As you move back and forth between different thinking styles, you'll develop a more flexible cognitive approach to complement your usual way of thinking. The result is a more flexible, robust, and reliable approach to thinking that can be used both professionally and personally, with others and alone - whenever you need to work smarter.

FOR RESERVATIONS

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FACULTY



MR. PAUL HELLMAN has worked with leading organizations in the U.S. and abroad, including Analog Devices, Biogen Idec, Fidelity Investments, Merck, Readers Digest, United Technologies, Young Presidents Organization (YPO). His columns (he's written over 100) have appeared in the *New York Times*, *Wall Street Journal*, *Washington Post*, *Boston Globe*, *San Francisco Chronicle*, and regularly on the back page of (the former) *Management Review* where he was a contributing editor for 10 years. He is also the author of *Naked at Work: How to Stay Sane When Your Job Drives You Crazy* (Penguin) and *Ready, Aim, You're Hired!* (Amacom). Mr. Hellman has appeared multiple times on CNN's financial network as a commentator about office life. He has also contributed to Public Radio's Marketplace, delivering on-air commentaries to their 900,000 listeners. He has taught MBA courses at Northeastern University, and organizational psychology courses at Bentley College, where he was nominated twice by the management department for an outstanding teacher award. Mr. Hellman received an MBA from MIT's Sloan School of Management, as well as undergraduate and graduate degrees in psychology. He graduated Phi Beta Kappa from Clark University.

GUIDE TO PARTICIPANT SELECTION

SENIOR EXECUTIVE
(Pres, Exec & Sr. VP)

EXECUTIVE
(VP & General Mgr)

SENIOR MANAGER
(Div. & Reg. Mgrs)

MIDDLE MANAGER
& SUPERINTENDENTS

3	3	3	3	3	3	3	3	3	3	3	3	3	3
2	1	2	2	2	2	3	2	2	2	2	3	1	
1	1	1	1	1	2	1	1	1	1	2	1	1	
1	1	1	1	1	1	1	1	1	1	2	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:

Adaptability, Communication, Creativeness, Decisiveness, Developmental Perspective, Judgment

SECONDARY

EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Use of Authority, Direction, Guidance

TERTIARY

PLANNING/ORGANIZING:

Problem Identification, Selecting and Organizing Information, Analysis

LEVEL

Introductory Intermediate Advanced