



Saint Louis 2012

JAN 26: THE MINDSET OF SUCCESSFUL LEADERSHIP: OUTTHINK, OUTPACE AND OUTPERFORM THE COMPETITION - ANN HERRMANN-NEHDI

This highly interactive session will reveal the four secrets of effective leadership and how you can build the agile thinking skills necessary to meet the mental demands of today's constantly shifting business environment. By exploring thinking styles and their impact on communication, information processing and decision making, you'll learn how to become a more successful leader, collaborator and problem solver in your daily responsibilities while also developing the strategic mindset you need to plan the future.

Ann Herrmann-Nehdi is a thought leader and frequent keynote speaker about thinking and learning in today's changing environment. Her organization, Herrmann International publishes the Herrmann Brain Dominance Instrument ® (HBDI®) based on over 30 years of research on thinking and the brain.

FEB 23: NO NONSENSE, NO EXCUSES: HOW PERSONAL ACCOUNTABILITY PROMOTES SUCCESS - LINDA GALINDO

This interactive program will take you through an effective and immediately useful education that instills personal accountability in the work environment. When the learning is applied and the three tools are used, personal accountability will result in less time spent managing and more time coaching and mentoring. You will take an Accountability Assessment online that starts your learning journey and receive feedback on the results at the session.

Linda Galindo is a former radio news personality, turned author, educator, and highly sought after speaker and consultant who is an expert in the field of executive leadership and accountability. She helps leaders realize their definition of success by applying a unique, dynamic, transformational approach to personal accountability which has left a lasting impression on thousands of people across the US and Canada.

MAR 15: THE SUMO PRINCIPLES OF LEADERSHIP - PAUL MCGEE

In this highly interactive and practical workshop, Mr. McGee will explore his main SUMO (Shut Up, Move On) principles and how they impact our ability to inspire others. His principles relate to any leader whose organisation would benefit from taking a fresh look at the following five key areas; Change, Relationships, Attitude, Motivation and Stress. Building on his background in behavioural and social psychology, he will give us time to reflect upon our behaviour and that of others and identify what hinders our effectiveness.

Paul McGee is an international speaker, best-selling author and creator of the brand SUMO: Shut Up, Move On. Building on his background in psychology, he brings a fresh perspective to common sense. His goal is simple. He wants to help people achieve better results in life and have more fun in the process, as he seeks to deliver a memorable, motivational, moving-on experience.

APR 26: GETTING OUTSTANDING RESULTS: FIVE ABSOLUTES FOR ACHIEVING HIGH PERFORMANCE - DR. CLINTON LONGENECKER

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 has recently been described by *Career Publications* as, "one of the top motivational speakers in the U.S. who can blend cutting edge research, common sense, humor and conviction into a real and inspiring call for better performance that can help us all!" His teaching and research interests are in leadership, organizational success, and all facets of performance improvement.

MAY 15: THE POWER OF STRATEGIC THINKING TO DRIVE GROWTH AND SUCCESS - KAIHAN KRIPPENDORFF

In this seminar, Mr. Krippendorff teaches the five key strategies that have been proven to drive growth, and will show participants how to build their own organizational playbook filled with time-tested approaches. This unique program blends fundamental strategic concepts with cognitive science, systems thinking, and Eastern philosophy into a practical set of tools. He will introduce the role that strategic narratives play in business strategy, and attendees will leave with a set of tools to help them consistently identify and seize opportunities others overlook.

Kaihan Krippendorff is the creator of The Fourth Option™ approach, a strategic methodology that teaches executives and businesses how to seize opportunities others ignore, unlock innovation, and build strategic thinking skills. A former consultant with McKinsey & Co., he has spent over a decade studying corporate conflict.

JUN 12: THE ONE-DAY MBA: TOOLS FOR MAKING THE BEST DECISIONS - DR. ANTHONY CATANACH, JR.

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. Anthony Catanach Jr. is a professor in the School of Business at Villanova University, an adjunct professor in the Villanova University School of Law, and a visiting professor at INSEAD in France. His teaching and research interests relate primarily to business risk management, financial statement analysis, and earnings management issues. He is currently co-editor of *Advances in Accounting Education*.

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JUL 19: GETTING TO THE HONEST TRUTH: IMPROVING LEADERSHIP, COMMUNICATION AND TEAMWORK - STEVEN GAFFNEY

One of the top problems in the work world today is the failure to distinguish what is "noticed" (the facts of the situation) from what is "imagined" (opinions, thoughts, evaluations, conclusions). Think of how often people operate and make decisions as if their opinions are fact rather than exploring the real truth. This misdiagnosis becomes even more exacerbated when people have different agendas, goals, and backgrounds. This workshop will demonstrate tools and techniques for improving open, honest communication and provide a forum to practice them.

Steven Gaffney is one of the most sought-after experts on honest, interpersonal communication strategies and solutions to increase team collaboration and performance, sales, and profits. He works directly with top leaders in *FORTUNE* 500 companies, governmental agencies, the military, and unions, as well as with speakers, writers, entertainers, teachers, parents, and couples.

AUG 7: CREATE LIKE DA VINCI, INNOVATE LIKE EDISON - MICHAEL GELB

This dynamic, highly-interactive program brings da Vinci's genius to life through fascinating biographical and historical information, setting the stage for an introduction to seven principles for thinking "a la Leonardo." Leonardo was probably the most creative person who ever lived but Thomas Edison is history's greatest practical innovator. Personal success and fulfillment requires you to learn how to think like an innovator; and, for your organization to be successful, innovation is now more important than ever.

Michael Gelb is a pioneer in the fields of creative thinking, accelerated learning and innovative leadership. He leads seminars for organizations such as DuPont, IBM, Merck, Microsoft, Nike, and YPO. He brings more than 30 years of experience as a professional speaker, seminar leader, and organizational consultant to his diverse, international clientele.

SEP 19: THE MANAGER AS COACH: CREATING THE LEADERS OF THE FUTURE - DR. MARSHALL GOLDSMITH

A profile of "Coaching for Behavioral Change" will be presented and participants will learn the latest techniques for encouraging feedback to develop others (and to develop themselves). The concept of empowerment will be analyzed from a practical, real-world perspective. Participants will learn how to apply key concepts, and the latest research on feedback and follow-up will be used to show how leaders can coach in a way that produces guaranteed results for both individuals and teams.

Dr. Marshall Goldsmith is a world authority in helping successful leaders get even better by achieving positive, lasting change in behavior: for themselves, their people and their teams. The American Management Association named Dr. Goldsmith as one of 50 great thinkers and leaders who have influenced the field of management over the past 80 years.

OCT 25: CRITICAL THINKING: A MODEL FOR AVOIDING COMMON DECISION TRAPS - DR. KATHY PEARSON

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. Kathy Pearson is a Partner at Decision Strategies International (DSI), and has been involved in strategic planning for a number of organizations across industries and specializes in providing decision process and analysis support to mid and senior level leaders. She also has served as an adjunct associate professor in the Operations and Information Management Department at The Wharton School.

NOV 7: CHAMPIONING YOUR IDEAS AT WORK: BECOMING YOUR OWN BEST ADVOCATE - DR. JOHN DALY

Successful advocates know how important it is to clearly communicate their ideas, how their reputations shape how people respond to their ideas, how they need to build partnerships and alliances with others in getting ideas adopted, how they must "pre-sell" any idea long before formal meetings, and how to be persuasive and influential in meetings. We will discuss new research on each of those topics - research that offers you interesting and surprising ways to champion innovations in your organization.

Dr. John Daly is the Liddell Professor in the College of Communication, Distinguished Teaching Professor, and Texas Commerce Bancshares Professor of Management at the University of Texas at Austin. He teaches graduate and undergraduate courses on topics such as interpersonal communication, organizational behavior, advocacy and persuasion, and customer loyalty.

DEC 4: OPTIMIZING YOUR TIME AND FOCUS: YOUR BEST JUST GOT BETTER - JASON WOMACK

The focus of this course is on managing the myriad of details that go into an effective work day and a successful professional career. Learn what top performers know, do and say about professional productivity and effective leadership. Organize your ideas, projects and tasks and learn how to prioritize meetings, emails, and professional goals. Practice specific time and action management strategies you can implement immediately at your desk and with your team.

Jason Womack is first and foremost an educator. He works globally with clients to bring out the best in them, align their priorities with their talents and values, and create systems of organization and productivity that give them the tools, strategies and habits to achieve more. His latest book, *The Promise Doctrine*, was co-written with his father and includes a foreword by Dr. Marshall Goldsmith.

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