

January 23

## **Increasing Your Personal Impact: Maximize Your Power to Influence Others – Ty Bennett**

Regardless of the organization you're in or the role you play, you are in the people business. Therefore, great leadership is the driving force behind growing your business. Based on his highly-acclaimed book, *The Power of Influence*, Bennett shares his philosophies and tools for increasing your influence and impact as a leader. You become a good leader through influence. You become a great one by using influence and integrity to engage and inspire others. This is great for all desiring to increase their impact.

**Ty Bennett** is a best-selling author of *The Power of Influence* and *The Power of Storytelling: The Art of Influential Communication*, used in graduate courses at universities such as MIT. It is today's version of *How to Win Friends and Influence People*. His latest book is *Partnership is The New Leadership*. He is one of the youngest ever to receive the CSP award for effective presenters.



February 9

## **Leading Change from the Middle: A Practical Approach to Extraordinary Results**

### **Dr. Jackson Nickerson**

You will learn why change is so difficult and learn a new, commitment-based approach to leading change, designed for leaders not at the apex of an organization. While most change content addresses challenges faced by top execs, the leaders in the middle are often the ones in the hot seat. You will build extraordinary capabilities. This is a great seminar for managers in organizations where divisional or large scale change is taking place.

**Dr. Jackson Nickerson** is the Professor of Organization and Strategy at Washington University's Olin Business School. He is a globally recognized expert in organization design and its performance implications as well as in critical thinking for business decisions. His latest book is *Leading Change from the Middle: A Practical Guide to Building Extraordinary Capabilities*.



March 14

## **Leading AND Managing: 7 Strategies to Help You Excel at Both – Ann Tardy**

This session explores the essential strategies and techniques required to lead and manage simultaneously from the same role. The challenge lies in dealing with the expectations of those above and below, while contributing to people's success around you. When you master this, you impact your organization from the middle. You will leave this seminar with the skills needed understand the differences between managing and leading and knowing when each hat is required. This is designed for those who oversee direct reports and answer to a supervisor.

**Ann Tardy, JD** is the Founder and CEO of LifeMoxie Mentoring & Leadership and Director of The Mentoring Council. As a former Silicon Valley corporate attorney and a current CEO, she understands role complexities. Tardy is the author of four books: *Ambition on a Mission*, *Moxie for Managers*, *Why Mentoring Matters*, and *The Joy of Mentoring*.



April 5

## **Breakthrough Ideas: How to Become a More Strategic Thinker – Dr. Julia Sloan**

This seminar is designed for leaders who work with strategy. The focus of this session is on strengthening your strategic thinking and energizing the strategic capability of your organization. Being strategically competitive in today's complex environment requires a different way of thinking. Leaders tasked with strategic responsibility must be attentive, agile, adaptive and innovative. Four key issues are addressed: What is strategic thinking? What makes leaders "strategic?" Why do organizations need Strategic thinkers? How can strategic thinking be strengthened?

**Dr. Julia Sloan**, author of the definitive book *Learning to Think Strategically* is widely recognized for her pioneering work in the application of complex cognitive theory to everyday global strategic thinking practice. She teaches at Columbia University and has lectured premier academic institutions including: MIT, Harvard University (US); Beijing University (China); Tokyo University, Keio University (Japan); and India Institute of Management (India).





## Los Angeles – 2017 Schedule

Register: [www.ims-online.com](http://www.ims-online.com)

Alan E. Nelson, Ed.D. ♦ 831.869.8532

[dralanenelson@gmail.com](mailto:dralanenelson@gmail.com)

May 17

### **What to Do When There's Too Much to Do – Laura Stack**

Tired of hearing "do more with less"? Many are already working as long and as hard as they can, making "productivity improvement" classes hard to swallow. Laura Stack, The Productivity Pro, turns time management on its head and shows overwhelmed professionals how to actually DO LESS and ACHIEVE MORE. They'll produce greater results and create significant impact on organizational goals. This is perfect for people caught in the tension of too much to do!

**Laura Stack** is an award-winning keynote speaker, bestselling author, and noted authority on sales and leadership productivity. She is the president of The Productivity Pro, Inc., a company dedicated to helping leaders increase workplace performance in high-stress environments. Stack has authored seven books, including her newest work, *Doing the Right Things Right: How the Effective Executive Spends Time*.



June 8

### **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 reputations shape the way people respond to them, how to build partnerships and alliances, and how they must "pre-sell" ideas before formal meetings as well being persuasive in meetings. You will learn new research on each of those topics. This is designed for managers who want to increase their communication impact.

**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 has published more than 100 scholarly articles, and completed nine books, including *Advocacy: Championing Ideas and Influencing Others* and *The SAGE Handbook of Interpersonal Communication*. His written work has also appeared in major outlets like the Washington Post, Wall Street Journal, and New York Times.



July 20

### **The Manager's Toolkit: Essential Skills to Successfully Lead Others – Dr. Ellen Burts-Cooper**

Employees are often promoted into managerial positions simply because they're doing well in their current role or have been employed longer than others. Yet they are rarely provided with the knowledge and tools they need to effectively lead others. This session equips managers with the knowledge and tools they need to effectively manage teams and increase productivity. Participants explore essential managerial concepts, learn common situations and challenges as well as how to apply specific strategies and tools to successfully.

**Dr. Ellen Burts-Cooper** is the senior managing partner of Improve Consulting and Training Group, a firm that provides personal and professional development training and consultation. Her firm has been featured in Time Magazine, Smart Business Magazine and Bloomberg BusinessWeek as experts in developing teams. Burts-Cooper is on faculty at Case Western Reserve University in the Weatherhead Executive Education Program and The Supreme Court of Ohio Judicial College.



August 17

### **Proven Approaches for Building Trust, Resolving Conflicts and Inspiring Others – Mike Robbins**

Authenticity is critical to success and effectiveness for 21st century leaders. Leaders need to build authentic relationships to build trust, resolve conflicts, and create a true sense of inspiration and unity for their teams and organizations. This interactive seminar is perfect for managers who want to elevate their impact with others, grounded in positive psychology and strengths-based leadership principles.

**Mike Robbins** is the author of two best-selling books, *Focus on The Good Stuff* and *Be Yourself, Everyone Else is Already Taken*. His work has been featured in Forbes and Fast Company, on the Oprah Radio Network, and ABC News. A graduate of Stanford, Robbins received his coaching training from the Coaches Training Institute.





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September 14

### **Dealing with Difficult People: Bringing Out the Best in Others – Dr. Richard Brinkman**

This seminar will empower you with skills to more effectively deal with difficult people. Brinkman shares his proven strategies to handle: Whining, Negativity, Attacks, Tantrums, Snipers, Know-it-Alls, Think-They-Know-it-Alls, as well as Yes, Maybe and Nothing people. The examples and practical skills in this seminar transform behaviors that strain relationships, both business and personal. The seminar includes specific tools you can use in contexts such as email, texts, phone calls, and meetings (live and virtual) to make them more collaborative.

**Dr. Rick Brinkman** is the developer of Conscious Communication™ trainings and the Principal of Rick Brinkman Productions, a training and development company. He's the author of numerous books and video series including the international bestseller *Dealing With People You Can't Stand*, *How to Bring Out the Best in People at Their Worst*, which has been translated into 15 languages. Brinkman delights seminar audiences with comic and cosmic "shocks of recognition" and insight.



October 11

### **Engaging, Developing and Retaining Talent: The Critical Role of the Manager – Dr. Beverly Kaye**

Talent-minded managers know they must engage and develop their teams, if they are to retain employees and stay competitive; turnover is very expensive financially and emotionally. We must challenge people, if we are to engage them in today's market. This session highlights practical strategies managers can use to engage and retain talent. This is a great seminar for companies that desire to develop and retain talent.

**Dr. Beverly Kaye** is the founder and Chairwoman of Career Systems International. She is a leading authority in the world of workplace performance and is the bestselling author of *Love 'Em or Lose 'Em: Getting Good People to Stay* and her newest book, *Hello Stay Interviews, Goodbye Talent Loss: A Manager's Playbook*. Kaye completed her graduate work at MIT's Sloan School of Management and holds her doctorate from UCLA.



October 25

### **Driving Innovation from Within: Change the World Without Quitting Your Job**

#### **Dr. Kaihan Krippendorf**

"Innovation" brings to mind the maverick entrepreneur who quits his/her job, at unimaginable odds, to build a new business. But employees who grow businesses within businesses have a profound impact on the world. Without them, we would not have the internet, email, DNA sequencing, computers, or MRIs. Kaihan has interviewed over 120 *intrapreneurs* and breaks down the key challenges and solutions for driving innovation from inside the inside. This is especially powerful for executives and managers responsible for catalyzing innovation and new designs in their organizations.

**Dr. Kaihan Krippendorf** is a strategist, speaker, consultant, and best-selling author of four books, most recently *Outthink the Competition*. A former consultant with McKinsey & Company, he now writes one of the most popular blogs on [FastCompany.com](http://FastCompany.com), "Outthinkers", and is recognized expert on innovation, strategy, and creativity, appearing in key business media outlets.

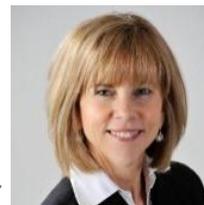


November 7

### **Critical Success Factors for Women Leaders – Sara King**

This seminar empowers women leaders to examine their profile of success and areas for development. King offers key ingredients that continue to hold women back, such as failing to develop and articulate a leadership vision, not paying attention to the political landscape, and not strengthening the breadth and depth of relationships. Women leaders gain practical tools and individual insights to apply in their current roles. Men are welcome who want to champion women leaders in their organizations.

**Sara King** is principal of Optimum Insights, Inc., a private consulting firm that is devoted to leader assessment and performance enhancement. During 25 years in leadership development, she has served 1000s of executives in Fortune 500 companies, government agencies, educational institutions and nonprofits. King received her graduate degree from Cornell, where she participated in the epic BREAKING THE GLASS CEILING research team at CCL and published *Discovering the Leader in You*.





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December 13

### **Managing Competing Demands: Getting it Done and Having a Life – Dr. David Posen, M.D.**

Work-Life Balance is not a luxury; it's a necessity for good health, energy and productivity. This researched and interactive session helps participants: (1) develop a clear picture of the Work-Life Balance; (2) identify obstacles that stand in the way of achieving it; (3) obtain a repertoire of action strategies and tools for overcoming current and future obstacle; and (4) develop your own personal action plan that is concrete, practical and achievable. This seminar is vital for those who want to avoid burnout and losing a marriage and family to stress and workaholism.

**David Posen, M.D.** is the author of three best-selling books: *Always Change a Losing Game*; *Staying Afloat When the Water Gets Rough*; and *The Little Book of Stress Relief*. Dr. Posen's 4<sup>th</sup> book, *Is Work Killing You?* was released on 2013. He has spoken widely to education, government, business and professional groups across North America.

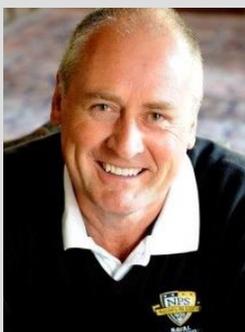


### **Los Angeles seminars will be held at the beautiful Brookside Golf & Country Club**

1133 Rosemont Ave, Pasadena, CA 91103

(Unless stated otherwise!)

- Please join us from 8:30-9:00 for continental breakfast and check-in.
- Seminars begin promptly at 9:00am and conclude by 4:00pm.
- Registration fee is \$425/per person and includes lunch, snacks, materials and 30-days of Quick Coach, a blended learning resource that includes 100s of articles and nearly 3,000 instructional video clips.



For additional information, please contact:

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**IMS-LA Chair Bio:** Alan E. Nelson has a doctorate in leadership from the University of San Diego and teaches as an adjunct at USC (Marshall School of Business) and the Naval Postgraduate School. He's authored numerous books and articles on leadership.