

Powering-Up Your Interaction Quotient

... how to talk less and accomplish more in half the time



Think about your typical day. You have too many things going on. Not only that, but you are pressured to create greater results with little input from managers regarding what is important and what they really want. Sound familiar?

Also, notice you spend the day talking, listening, trying to solve problems, talking some more, writing, going to meetings...with little actual progress or results.

Star performers face similar frustrations and obstacles but know that the secret to sustained effort and achieving project results is a function of effectively managing people and optimizing processes. We say they have a high interaction quotient that complements their high technical quotient.

What would it mean to your productivity if you could improve your interaction quotient?

Working relationships exist within a set of standards, beliefs, or assumptions—a viewpoint or *frame of reference*. Change the frame of reference, and you can achieve amazing results. This workshop provides a new perspective, frame of reference, tools, and recommendations to ensure greater project results.

Join with us in an interactive, multimedia, exploratory discussion to dramatically change your interaction quotient. Discover simple yet powerful action tools that you can use every day to enhance effectiveness in working with others.

Never again fall victim to those who love to make life miserable for the rest of us ...

Workshop Overview

- Use three cornerstones that are fundamental for building a high-performance culture and developing effective working relationships, both onsite and across distance. Develop an aligned, collaborative team that pulls together.
- Tap the power of a proven commitment-based managerial system; elevate the levels of personal and team performance.
- Identify the four critical elements to your continued success.
- Grasp why interaction competence is so important and navigate your way through projects and initiatives using the Committed Communication™ system for coordinating and collaborating.



Consultant, trainer and author **Robert Lauridsen** (www.lauridsengroup.com, roblaur@lauridsengroup.com), Ph.D., has over 20 years experience developing accountability cultures at both small and large companies, including Agilent Technologies, BEA Systems, Align Technology, Lucent, Novell, Emerson Electric and Adobe Systems. He has written over 25 management articles on generating accountability and commitment cultures. He is considered an expert in systematically executing strategy. His book, *Boss Talk: A Manager's Guide to Exceptional Productivity and Innovation* (co-authored with Steven Sherman, MBA,) was published in 2000. Bob is founder and CEO of The Lauridsen Group, Los Gatos, CA.

This is a day of intensive training with immediate payback ...

- Create a high performance commitment-based environment
- Be more prepared and confident to handle demands and changing goals
- Become crystal clear about your commitments and deliverables and what you must have to succeed
- Make a powerful shift in the effectiveness and efficiency of daily interactions; save time by reducing wasted conversations while increasing commitment to goals and objectives.
- Significantly reduce sense of chaos and anxiety
- Possess perspective and tools to get your team, and your boss, working together better than ever, solving complex problems and producing more with less
- Know why humans are "wired to fail" in certain situations and what you can do about it
- Have a group of people to whom you can turn throughout the year
- Achieve a talent-based competitive advantage
- Attend this seminar and gain the communication skills you need to "de-stress" your difficult relationships, on the job and off



Consultant, trainer and author **Randall L. Englund** (www.englundpmc.com, englundr@pacbell.net), MBA, BSEE, NPDP, CBM, worked at Hewlett-Packard for 22 years, as a senior project manager in high tech new product development and in the corporate Project Management Initiative. He co-authored *Creating an Environment for Successful Projects*, *Creating the Project Office*, and *Project Sponsorship*. Randy helps people discover the means to achieve more from project-based work, using assessments, multimedia experiences, and systemic inquiry. His organic, interactive approach includes the behavioral, technical, business, and change management aspects that create an environment for project success. Randy's "insights and style bring the concepts from way up there, to right down here, equip you with the tools, and empower you to act." He is founder and executive consultant for the Englund Project Management Consultancy,

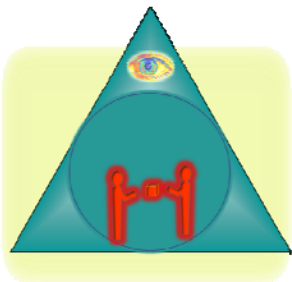
Next Offering

April 10, 2009, 9:00am – 4:30pm. Sponsored by PMI San Francisco Bay Area Chapter

Who Should Attend?

- All managers looking for simple yet powerful tools to improve their interaction skills and thereby improve their ability to achieve greater results from project-based work
- Successful individuals who intend to advance their interaction skills and break through the status quo

About This Program



- Ask any manager to list their frustrations creating extraordinary results through the efforts of others, and they will point to things like disinterest, misunderstanding, failure to follow through on commitments, blown handoffs, and having to do too many things themselves.
- But what if there was a way to leverage the managerial competence you've gained by adding a proven, "up to date" management system that will make 2009 a banner year for you?
- What if you could develop a bullet-proof, high-performance work unit at the same time you're working on producing your products and services?
- Receive feedback and coaching by participating in an extraordinary opportunity to work with two experts—Randy, who is masterful with project management, and Bob, an acknowledged expert in communication and interaction. We're offering this proven system, taught at Stanford, to a small group at a greatly reduced cost.
- You will see significant and exceptional gains in both your leadership and managerial competence when you begin to apply our system.