



THEMY WORKSHOP DESCRIPTIONS

Crafting Superior Strategy

Strategy is one of the most touted concepts in business and one of the least understood. In this workshop, I'll break down the elements of strategic thinking and give you five popular frameworks to use.

The 5 Career Modes: Leveling Up to Move Up

Every career has five distinct modes, and where you spend your time determines your place in an organization. We'll talk about each of the career modes: doer, superdoer, coach/mentor, influencer, visionary and offer tangible ideas on how to move from one mode to the next with special emphasis on moving from superdoer to higher-order activities that will propel your career.

Pay Me: Executive Compensation Negotiations

Negotiating executive compensation packages can be complex and daunting. We'll discuss the components of a good compensation package and how to negotiate them.

Leading with Diplomacy

Diplomacy at work is critical, yet few people understand how to do it. In this workshop, we'll discuss the strategy and tactics of diplomacy and offer specific behavioral examples for how to achieve it.

Building Cohesion & Impact with Outcomes-Based Management

Command-and-control leadership is dying, but few leaders understand what to replace it with. We'll discuss this seismic philosophical shift, the benefits of an outcomes-based management (OBM) approach and specific behavioral tactics for implementing it.

The 7: The Executive Skills You Need to Thrive

The 7 is my proprietary framework for all of my coaching programs. These seven critical skills are key to accelerating your executive career. We'll discuss each of the skills, assess your proficiency in each key area and review tactics for leveling up.

Understanding Financial Statements

This workshop is for non-finance/accounting professionals who want to understand the basics of reading financial statements. We'll discuss balance sheets, income statements and cash flow statements as well as key metrics and industry benchmarking.

The Art of Storytelling: Captivating Presentations



Great presentations are just stories in a business context. Mastering the art of storytelling is key to making a compelling business case. We'll review a pre-presentation checklist and my simple proven framework for delivering captivating presentations.

Exceptional Executive Branding: Positioning that Propels

How you portray yourself as an executive is entirely different than the rest of your career. In this workshop, we'll discuss the most important elements of executive branding including resumes that work, conveying your accomplishments, your elevator pitch and thought influencing. We'll also discuss how to use functional stereotypes to your advantage.

Building Influence at Work

Most of your time at work is spent trying to influence people. In this workshop, we'll discuss "good influence," corralling support and identifying/nurturing champions.

How to Be an Anti-Racist at Work

Workplace racism is a drag on organizational effectiveness, yet most people have not done the work to be anti-racists. This workshop will shed light on commonly held racist ideas/stereotypes and how they manifest in the workplace and give you a framework for unraveling and questioning your own triggers and biases.

The Bus: Change Management & Transformation

Change is hard -- for change agents and people experiencing change in an organization. We'll discuss major change management frameworks and how to view and engage with your audiences for transformation initiatives.

Private Equity & The Middle Market: A Roadmap

In 2023, private equity-backed portfolio companies employed almost 12 million people. Yet, most people don't fully understand the private equity ecosystem. We'll discuss this unique environment, the private equity model, the different types of private equity and how you can position yourself for executive and board roles in PE.