

Leadership Webinar



Become an Ideal Leader ... Unlock Your True Potential!

PROJECTinsight®

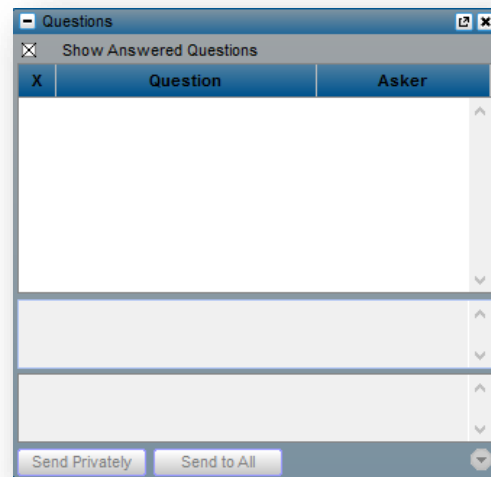
Project & Portfolio Management Software

Initiate Project Intelligence®

Things to Know...



- All participants will be on mute
- Questions are welcome
- Use the question box to ask questions
- May be valid for PDU credit under Education: Online or Digital Media
- We do not mail out PDU certificates
 - Webinars and PDUs in Project Insight Community



Moderator



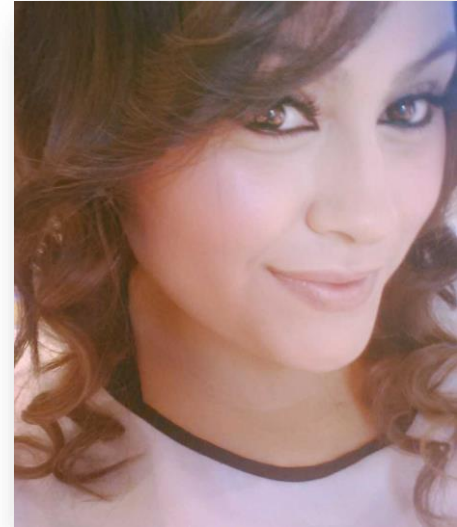
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- info@projectinsight.net
- Request info: www.projectinsight.net

Presenter



Brenda Williams

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Communication

Board Certified Coach

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714-283-1186



Coach, Professional Speaker





At the end of this webinar...



You will be able to:

- Learn ways to control emotions and reduce stress
- Be consciously aware of 7 new effective thinking levels
- Have new skills to inspire and influence yourself & others
- Build high energy relationships and reduce turnover



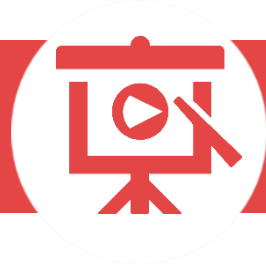
Poll Question



Who is on the phone?

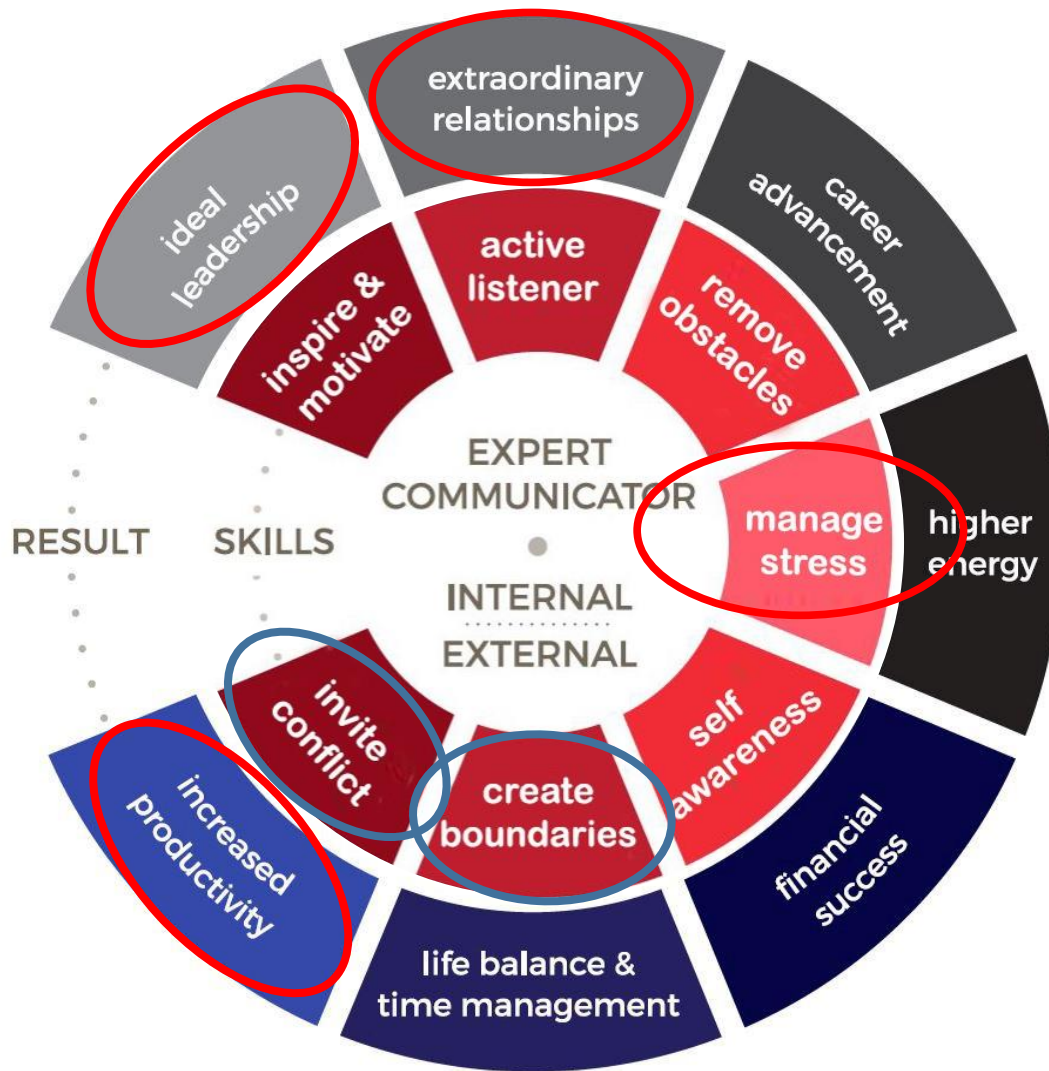
- Executive in Corporate America
- Project Manager
- Manager with Direct Reports
- Team Member
- IT

Other – Type in chat box



How Do Others See You?







Low Emotional Intelligence

High Emotional Intelligence

Aggressive
Demanding
Egotistical
Bossy
Confrontational



Assertive
Ambitious
Driving
Strong-Willed
Decisive

Easily Distracted
Glib
Selfish
Poor Listener
Impulsive



Warm
Enthusiastic
Sociable
Charming
Persuasive

Resistant to Change
Passive
Un-Responsive
Slow
Stubborn



Patient
Stable
Predictable
Consistent
Good Listener

Critical
Picky
Fussy
Hard to Please
Perfectionistic

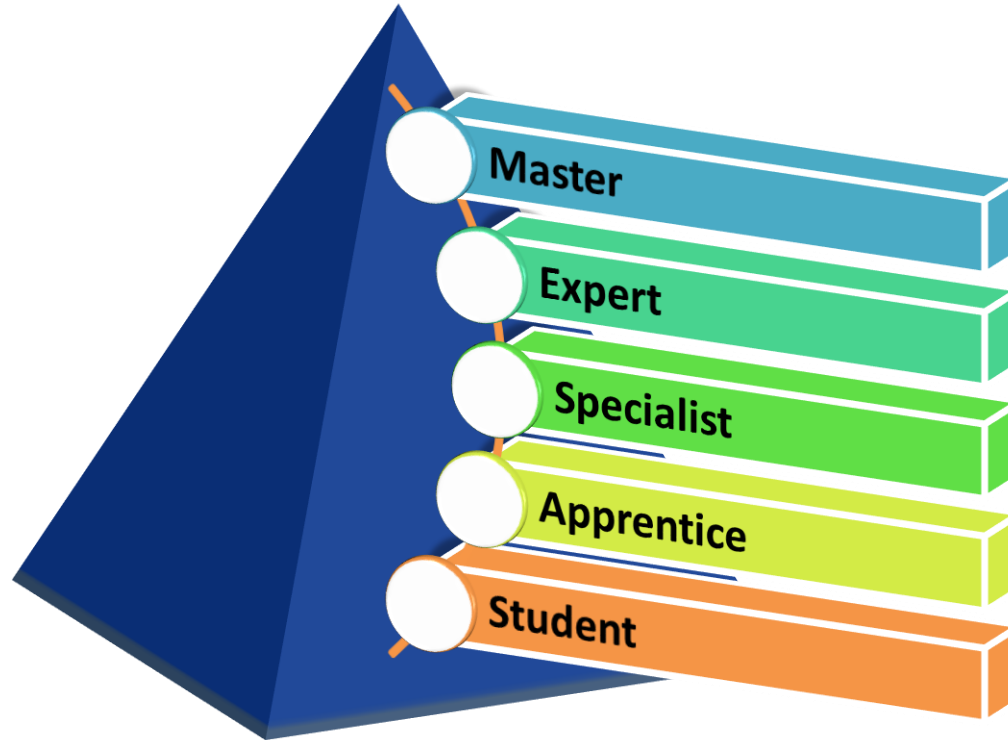


Detailed
Careful
Meticulous
Systematic
Neat

Emotional Intelligence

Emotional intelligence (EI) is the ability to recognize our own feelings and the feelings of others, for motivating others and for managing emotions well in ourselves and our relationships.

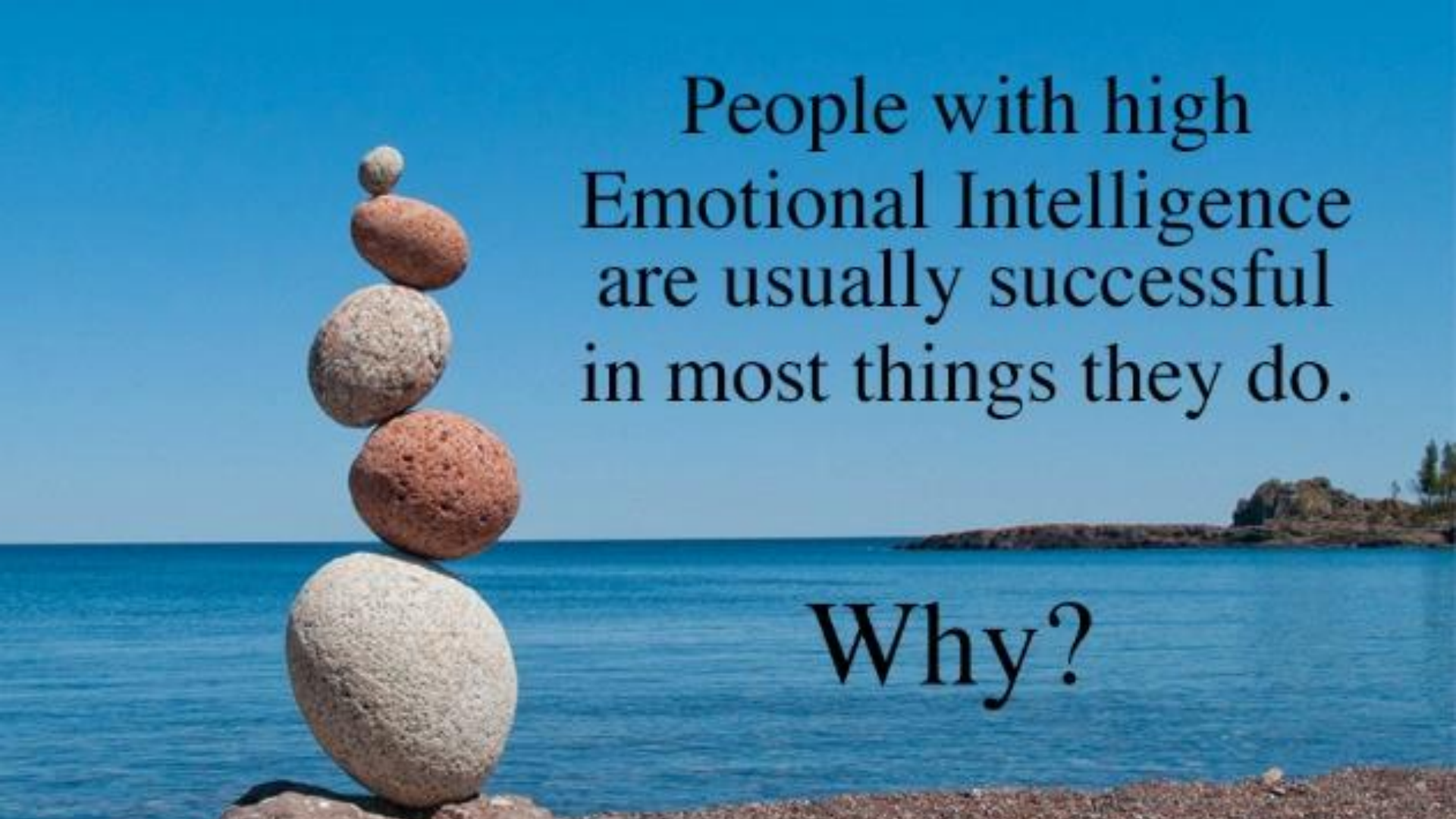
How Would You Rate Your Skill *At Having A Difficult Conversation?*





How Honed Are Your Emotional Reactions At Work

<http://academyforleadershipcommunication.com/emotional-reactions-at-work/>



People with high
Emotional Intelligence
are usually successful
in most things they do.

Why?

How Would Your Life Change if... You Could Express Yourself When



#soirritating



EQ Provides Skills That Drive Our Internal World As Well As Our Response To Our External World



- Know Others At A Deeper Level
 - Be In Amazing Relationships
 - Have Curiosity and Empathy
- Confidence to Express Yourself!

Poll Question



Where Would You Like To Improve The Most?

- Managing My Emotional Reactions/Self Control
- Inspiring & Influencing Others
- Build Extraordinary Relationships
- Manage Stress

Other – Type in chat box

Does Our Self Talk Make A Difference?



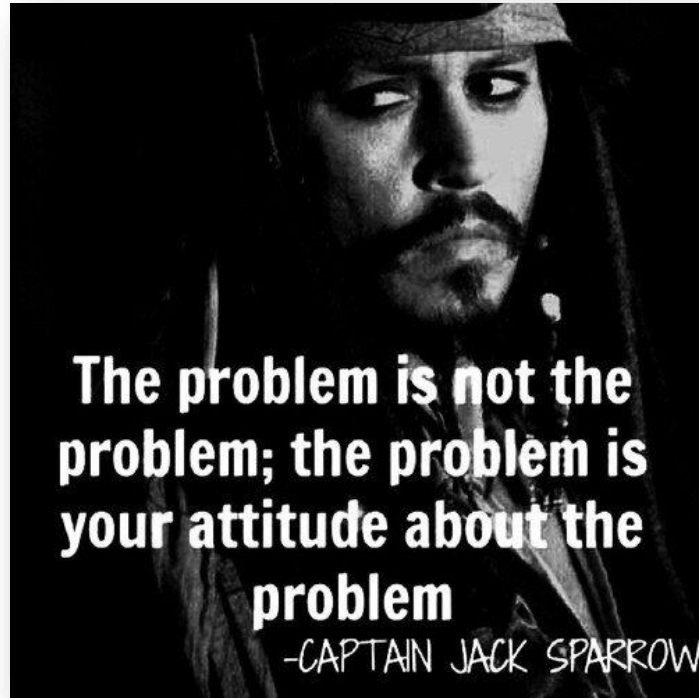


Communication Issues



Boundaries

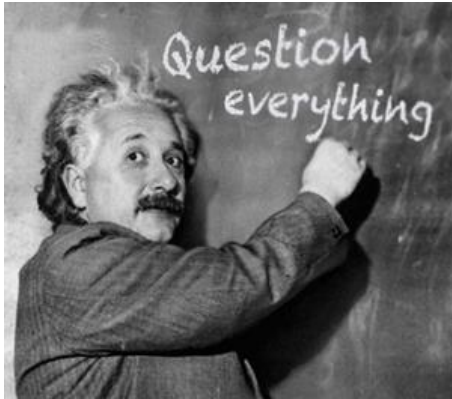




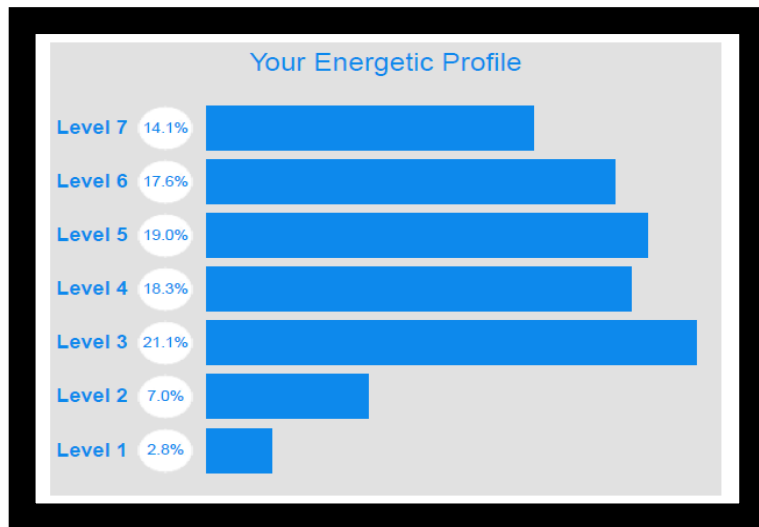
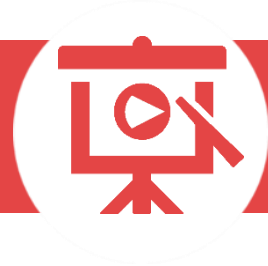
Experience Changing Perspectives



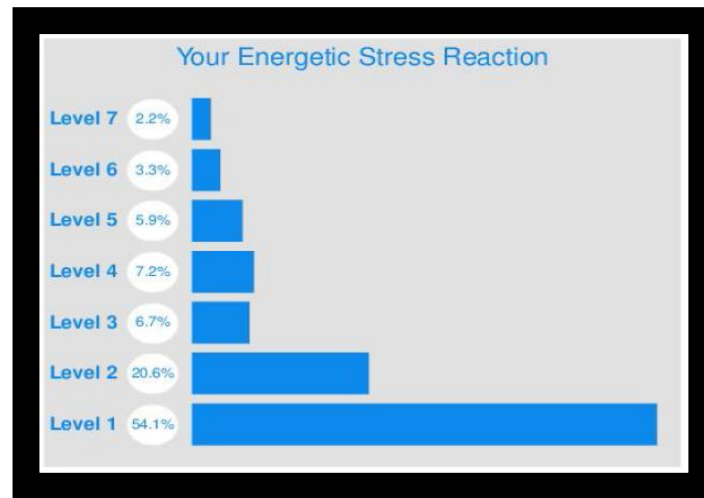
ASK YOURSELF THE FOLLOWING QUESTIONS



1. Am I Taking It Personal
2. Am I Judging Myself Or Another
3. Am I Controlling The Situation
4. Am I Accepting Vs. Resisting



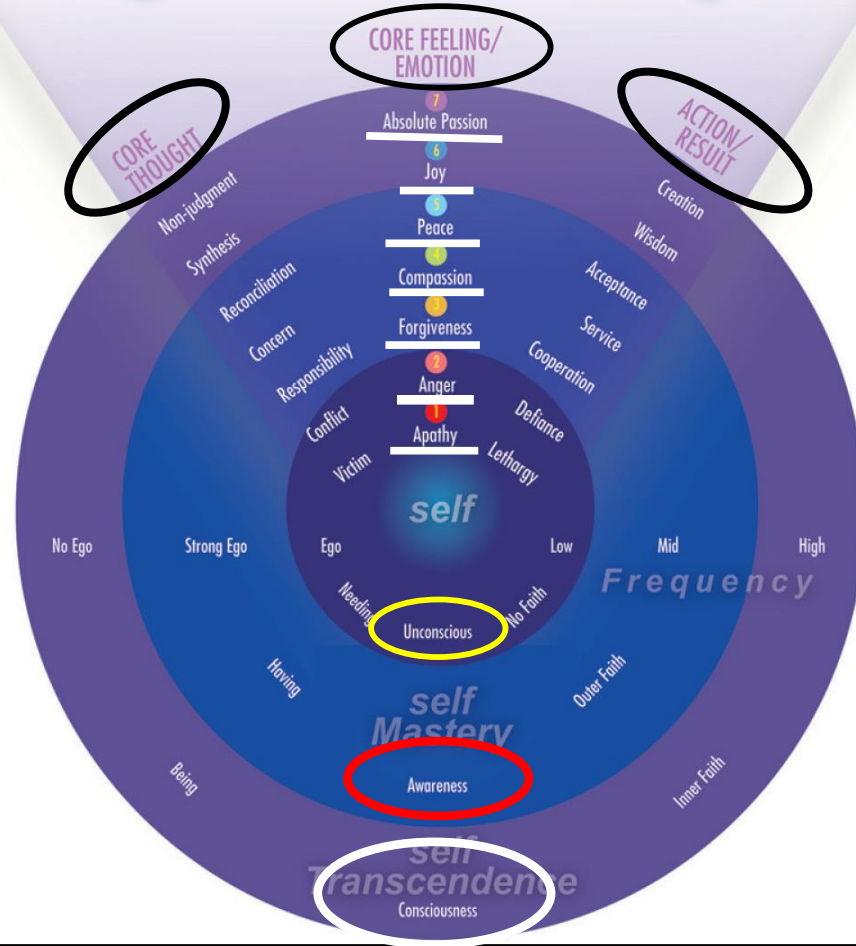
This is how someone shows up when life is going smoothly



This is how someone shows up when life is stressful



Energetic Self Perception





Let go of
WHAT YOU THINK
is probable in business.
Explore
WHAT IS POSSIBLE.

How Does Your Thinking Limit Your Success In Life & Business
Policeman Video



Explore 7 Levels of Successful Thinking



Communication

I have a challenge communicating with _____.

What level are the statements below?

Level 1 - My boss, child or partner is difficult to work with. I don't want to argue so I just shut down and it really gets to me after a while. Why does this always happen to me? I feel tired.

Level 2 - The people I work with are so negative and difficult. If they would only listen to me and change their negative attitudes things would be soooo much better at work. It is frustrating!!

Level 3 - I'm willing to take responsibility, maybe I should look at what I can do more effectively with my communication. After all, they won't change!

Level 4 - I love my team and I realize everyone is working to the best of their ability. I want to step up and be a leader and influence change through my actions. How can I help them more?

Level 5 - In order to be a cohesive and productive team we all need to work together and communicate more effectively. I'm confident with a new approach we can turn this around. Let me take the first step! I am going to arrange a meeting and offer a solution.

Explore 7 Levels of Successful Thinking



Leadership

I have a challenge leading people that are not fully engaged and lack motivation.

What level are the statements below?

Level 1 - It's so hard finding motivated people. Why do I always seem to get these people on my projects. Why does this always happen to me? What am I doing wrong?

Level 2 - The people I work with are so negative and difficult to work with. If they would only listen to me and do it the right way things would be soooo much better at work. I'm angry and/or frustrated!!

Level 3 - I'm willing to take responsibility, maybe I should look at what I can do more effectively to understand them. After all, they won't change!

Level 4 - I love my team and I realize everyone has different motivating factors. I truly want to help them. I'm going to apply active listening and understand them more.

Level 5 - I'm going to come up with a new approach and a solution. I am going to build stronger relationships and I will start by inviting each person on my team to lunch. Once I understand who they are I can be a better leader. I will find new and innovative ways to inspire and motivate each individual. Let me take the first step!



Before *Sam's Story* *After*

- Ready to Quit Job
- Teammates = Knuckleheads
- Obstacles & Problems
- Challenges
- Judgement
- Control
- Resistance
- Taking it Personally
- Not Listening
- Stress & Anxiety

- Change Agent
- Inspirational Leader
- Deeper Relationships
- Positive Energy
- Options & Solutions
- Understanding
- Accepting
- Appreciative
- Supportive
- Joy & Peace



Thank you so much for the time and energy you have put into our team! You are really an inspiration to me and I admire your commitment and drive to see things through to completion. Your passion and personal care you take with others is a special gift you have, and I thank you for sharing your talents with me. May God continue to bless you, guide you and give you strength. Enjoy your journey towards the perfect you, continue to share your joy and stay positive.

Best Regards, Teammate
" Be creative. Work Smarter. Share your ideas."







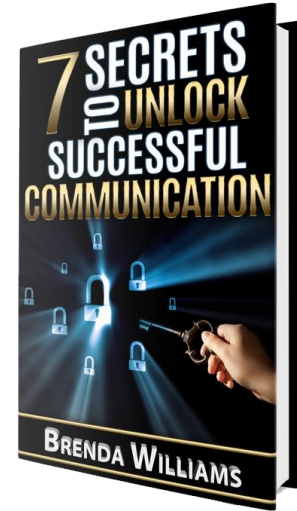
How Are You Going To Improve Your Self Awareness & Leadership Skills?





Guidebook and 12 week
*Leadership
Communication Program*

\$200 value





\$99 Coaching Session

\$150 value

- Remove Fear
- Create Confidence
- Practice The Roadmap & Prepare For The Conversation
- Role Play, Role Play and Role Play

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Project Insight Community



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- Product training
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The screenshot shows the Project Insight Training & Support Home page. At the top, there's a navigation bar with the Project Insight logo, contact information (+1.949.476.6499), and a 'REQUEST DEMO' button. The main content area is titled 'Project Insight Training & Support Home' and features a search bar and a list of resources: User Manual, Article, Videos, Forums, and Blogs. On the right, there's a 'Live Webinars' section with a calendar icon and a 'View the calendar >>' link. Below this, there are four featured sections: 'Live Webinars' (Attend our live product training webinars & project management webinars - even earn PDUs! View calendar), 'Training Videos' (Watch archived videos & recorded webinars. Make sure your team is up to speed.), 'Knowledgebase' (Browse or search through the knowledgebase for help with Project Insight features and functionality.), and 'PI Manual' (Review the Project Insight manual to understand features and functionality.).