Leadership Webinar

Tap Into Your Successful Project Manager Mindset

PROJECTinsight
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Things to Know...

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

Denise Rodriguez

Project Insight

Marketing

Denise.Rodriguez@projectinsight.com

www.projectinsight.net
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- +1 (949) 476-6499 x3
- info@projectinsight.net
- Request info:  www.projectinsight.net
Leisa Reid

Business Consultant & Trainer

Employee Management Consulting

www.EmployeeManagementConsulting.com
leisa@employeemanagementconsulting.com
About me...
Poll Question

Who is on the phone?

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

Other – Type in question box
Today’s session
Learn...

How to easily tap into a secret formula you can use anywhere, anytime, to get amazing results from your team

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Ultimately, you will learn how to...

- Utilize your mindset to increase productivity
- Gain insight into what is keeping you from the results you want
- Coach your staff to get your desired results
Utilize your mindset to increase productivity
4 Steps

In the Basic Model of Human Behavior
1. Thoughts

91% of our thoughts our subconscious

To get even a bigger dose of reality, our unconscious thoughts are actually responsible for 95-97% of our behavior!

Isn’t that an eye opener?

So most of the time, we don’t even know what we’re doing!

What can you do without thinking about it?
2. Feelings

- Four basic feelings: Glad, Sad, Mad, and Scared

- Say you are working at your desk and all of a sudden you get an email from your boss that reads, “I need to see you in my office as soon as possible.”

- What kind of feelings would that conjure up for you? What kind of thoughts?

**Why is it important that we investigate our feelings?**
3. Actions
4. Results or our goals, our successes

You are always successful in achieving the results around you.
Learning Point #2

Gain insight into what is keeping you from the results you want
Let’s put the model to use
Exercise #1

Reverse Engineer The Basic Model of Human Behavior

✓ Think of a **GOAL** or **RESULT** that you are currently working towards.
✓ What **ACTIONS** would you need to take to support the goal that you wrote down?
✓ What **FEELINGS** would you need to support those actions?
✓ What thoughts would you need to have to support those feelings that you just listed?
Exercise #2

Use Your Own Example

✓ Think of the last conflict you were involved with as a manager
✓ Thinking about that conflict, what result did you have?
✓ What actions did you take to get the result?
✓ What feelings did you have that supported the actions you took?
✓ What thoughts did you have that created those feelings?
Now that we have gotten familiar with the Basic Model of Human Behavior you are starting to get the hang of it, yes?

Let’s move on to our next step and see how you can utilize this information to successfully work with others!
Learning Point #3

Coach your staff to get your desired results
How can you use this information to transform your staff and your work environment?
Step 1

Ask Questions Using the Basic Model of Human Behavior

Step 2

Teach them the Basic Model of Human Behavior

Step 3

Walk the Talk
The Basic Model of Human Behavior

Think of the last conflict you were involved with or that you helped resolve

- Fill in the model
- What result did you have?
- What actions did you take to get the result?
- What feelings did you have that supported the actions you took?
- What thoughts did you have that created those feelings?
Leadership - Remove Hidden Obstacles To Your Success
April 6, 2016
8am PT
Project Insight Community

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