

Patterns of High Performance Workshop

Features & Benefits

1. The patterns are uniquely personal
2. The patterns produce fast results
3. The patterns produce non-disruptive solutions
4. The patterns apply to a broad range of situations
5. The patterns increase confidence
6. The patterns honor individual differences

Content

1. Introduction to Execution IQ
2. Concepts of High Performance
3. Identifying Your Individual Pattern
4. Applying Your High Performance Pattern

High Performance Patterns Example

1. I like to be in control. I like to have responsibility and know that I am in charge. If I am not in charge, then I want to work so that I can be relied upon or in such a position that my advice is wanted. If I can be in charge or raise in rank, then I will do everything in my power to get better.
2. I like to write things down. Plans, dates, deadlines, etc...It helps me to balance a number of different performance activities that are competing for my time.
3. I have a difficult time doing something that I do not like or do not see a need for.
4. I like to have a goal or direction. A personal goal, when the activity I am doing is personal in nature. A direction, when it is a project, paper, activity (planning a trip). I like to know what is expected of me from the beginning. If it is not something I like and have to do then, I at least have some greater good to shoot for. Clear expectations.
5. I like to exceed expectations. I like to do things that people did not think were possible. I like to find creative solutions that were not thought of. I like to show my talents through my work or ideas, whether it be athletics, my personal life, school what have you.
6. I like to have continuous feedback on what I'm doing. I like to know whether my behavior or performance is as expected and what I can do better. I know that am not perfect, I don't want to be, I just want to get better or do a better job at whatever I'm doing.
7. I do best when I concentrate on the process instead of the outcome or product. I set a goal, but then break it down into component parts and make a plan.
8. I do best when I enjoy the different parts of an activity.

9. When I get frustrated I try to remind myself that it is the journey that needs to be savored instead of the prize or the end of the outcome.
10. Along these lines, I try to stay oriented to the present. I try not to live in the past or future. I look to the future to plan or anticipate feelings. I look to the past for confidence or lessons learned. I try not to harp on either one and try to focus on what I'm doing in the present. I look forward or back at the end or beginning of an activity, not during.
11. Failure makes me nervous, but I try to remind myself that it is an opportunity. A chance to do better next time and that without failure, I would be unprepared for success and unable to maintain any consistent type of success.
12. I like pressure. I don't like external controls. I don't mind a coach or a boss, but I do not like to give up control to other things like weather, the refs, or accounting. I need to create my own type of pressure.
13. I work best when I control the stress that I put on myself and keep it within reason. When I don't let my imagination wander. So that I create positive outcomes and pressure or stress helps me to reach this outputs.
14. I like a small number of confidants. I gather opinions, feedback share successes, talk about failures, etc...I don't like a large board of trustees.



Identified as one of North America's top 10 performance psychology consultants, Dr. Stephen Long has significantly improved performance in the realms of business, athletics and the military. He has applied his proprietary Execution IQ™ method with exceptional leaders, champion athletes, fighter pilots, military special operations personnel, elite salespeople, high performers and corporate executives resulting in 115% improvement in financial performance, 26 championship teams, over 30 All-American college athletes, an NFL MVP and enhanced national security with a zero failure rate. Through his three decades of helping organizations execute strategy, Steve applies his expertise in behavior change, psychometrics and high performance mindsets through an educative, rather than a rehabilitative, approach. Results include improved efficiency, productivity, decision-making, problem solving, planning, innovation, consistency and change.