

SUCCESS THROUGH PERSONAL RESPONSIBILITY

Before you can embark on a successful career, you must first stand back and take a hard look at your skills, likes, dislikes, values and goals. Essentially, you have to answer the question, "Who am I?" You can be guided, but only you can answer the question! Once you have completed this task, you can proceed to the more challenging question of "Where do I want to be?"

The presentation on personal responsibility provides a realistic look at what it takes to succeed in any environment --- personal, university, business and military or transitioning from one to another. The presentation gives the audience, based on the speaker's experience and anecdotal stories and, through a first person delivery, a blueprint for taking personal responsibility for their success.

ABSTRACT --- SUCCESS THROUGH PERSONAL RESPONSIBILITY

This is a 2 ½ to 3 hour presentation which can be given in a morning, afternoon or evening session. It can also be expanded to a full day presentation or developed into a semester course. Audience participation is encouraged, and it has groups of exercises, which are really used to deliver some of the more salient and provocative ideas to the participant. A Harvard School Business Case can also be used as pre - reading material and discussed at the end.

The presentation focuses on providing a realistic look at what it takes to succeed in any environment-- personal, university, business and military. Additionally it gives the audience, based on the speaker's experience and anecdotal stories, a blueprint for taking personal responsibility for their success by differentiating themselves!

Depending on the content the presentation can be used with various audiences.

First --- It can be given to corporate or military management, sales managers and sales people, and other personnel to give them a new or renewed sense of responsibility within their company, and within their lives. Management can also, working with the instructor, have a specific message(s) delivered to the participants.

Second --- It can be used to introduce a training session in business, especially those lasting several days or weeks and university classes. It clearly defines the behavior parameters for the instructor and the students. Many instructors, business and university, usually give the course requirements, but seldom the behavior required of the instructor and the students. And hardly ever do they ask the participants, "Can we all meet and abide by the rules I have talked about?"

Third---- It can be used for university students and military transitioning to the business world. It tells them what they can expect and, more importantly, what will be expected of the new worker in the business world. And it can be used with new freshmen.

Audience:

Business --- management, sales managers, sales and support people, and any corporate or military personnel.

University --- seniors, internship students and incoming freshman.

Class Size:

It is suggested that audience be limited to 30-50 participants per session. This will allow time for the group exercises and questions. It can also be given to large groups of 100 plus people as a one way presentation to the audience.

Presentation room:

---The presentation room should be able to hold, on the walls, about 12 pieces of large, easel pad type, sheets of paper for all students to see.

--- It should have a writing board.

EMOTIONAL INTELLIGENCE

Research has proven that our emotional intelligence (EI), (as defined by Dr. Daniel Goleman) is more reliable in predicting success than our intelligence quotient (IQ). We explore the topic of EI in the presentation Success Through Personal Responsibility and how to develop our own EI competence, thus increasing our success with our own career development and relationships both inside and outside of work.

We begin by defining EI and identifying why EI is important to organizational, team, and personal success. The two key social skills in the Emotional Intelligence Model are social-awareness and relationship building. Social awareness is the ability to accurately pick up on emotions in other individuals, thereby gaining a better understanding of their behavior. Relationship management, is the greater awareness of both our own emotions and the emotions of others to manage interactions successfully.

“Not education. Not experience. Not knowledge or intelligence horsepower. None of these serve as an adequate predictor of why one person succeeds and another doesn’t. There is something else going on that society doesn’t seem to account for. We see examples of this every day in our workplace, homes, churches, schools, and neighborhoods. We observe supposedly brilliant and well-educated people struggle while others with fewer obvious skills or attributes flourish. And we ask ourselves why? The answer almost always has to do with this concept called emotional intelligence. And while it is harder to identify and measure than IQ or experience, and certainly more difficult to capture on a resume, its power cannot be denied”. Patrick Lencioni, bestselling author of The Five Dysfunctions of a Team.