How to maximize performance and potential.
Meet Today’s Speakers

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Positive Intelligence

Our Agenda

1. Positive Intelligence
2. Learning More
3. Q & A
Why do only 20% of us achieve our true potential?

Learn how.
“Most men lead lives of quiet desperation and go to the grave with the song still in them.”

Henry David Thoreau
POSITIVE INTELLIGENCE

MIND SABOTAGING YOU

% OF TIME

DEFINITION

MIND SERVING YOU
<table>
<thead>
<tr>
<th></th>
<th><strong>SURVIVOR BRAIN</strong></th>
<th><strong>PQ BRAIN</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ANATOMY</strong></td>
<td>Brainstem, Limbic System, Left Brain</td>
<td>Middle Prefrontal Cortex, Empathy Circuitry *, Right Brain</td>
</tr>
<tr>
<td><strong>FOCUS</strong></td>
<td>Survive</td>
<td>Thrive</td>
</tr>
<tr>
<td><strong>VOICE</strong></td>
<td>Saboteurs</td>
<td>Sage</td>
</tr>
<tr>
<td><strong>EMOTIONS</strong></td>
<td>Anxiety, Anger, Disappointment, Shame, Guilt, Regret, Blame</td>
<td>Curiosity, Compassion, Joy, Creativity, Peace, Calm Resolve</td>
</tr>
</tbody>
</table>

* Empathy Circuitry consists of the Mirror Neuron System, the ACC and Insula Cortex of the MPFC.
3 STRATEGIES TO INCREASE SABOTEURS

1. JUDGE
2. STICKLER
3. AVOIDER
4. HYPER-VIGILANT
5. RESTLESS
6. HYPER-ACHIEVER
7. HYPER-RATIONAL
8. VICTIM
9. CONTROLLER
10. PLEASER
**Judge:** fault finding with self, others, or circumstances.

**Victim:** focus on painful feelings as way of earning empathy and attention.

**Pleaser:** pleasing, flattering, rescuing others, to gain acceptance.

**Avoider:** procrastinate or avoid difficult tasks or conflicts, focus on the pleasant.

**Stickler:** need for perfection, order, and organization taken too far.

**Restless:** never at rest or content with what is, needing perpetual busyness.

**Controller:** anxiety-based need to control situations and bend others to own will.

**Hyper-Achiever:** dependent on achievement for self acceptance and self love.

**Hyper-Rational:** rational processing of everything including relationships.

**Hyper-Vigilant:** vigilance that can never rest, seeing danger in every corner.
Poll

(responses are CONFIDENTIAL)

Question: Based on the information thus far, I believe:

✓ I DO have Saboteurs that cause significant harm to reaching my full potential for success or happiness.

✓ I DON’T have Saboteurs that cause significant harm to reaching my full potential for success or happiness.

✓ I don’t know yet.
3 Strategies to Increase

Activate

Explore

Innovate

Navigate

Empathize

Power Games to Boost 5 SAGE Powers
3 STRATEGIES TO INCREASE PQ

100 PQ REPS/DAY
10 SECONDS PER REP
21 DAYS

STRENGTHEN PQ BRAIN

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Achievement = Potential \times PQ

- Performance
- Success
- Happiness

IQ, Skills, Knowledge, Experience, Network, EQ

Positive Intelligence Score
LEVEL OF PERFORMANCE & FULLFILLMENT

PQ™ = POSITIVE INTELLIGENCE QUOTIENT SCORE
Examples of Higher PQ Results:

- Salespeople sell 37% more.
- Teams perform 31% better.
- 19% faster medical diagnosis.
- 3X more creative.

Source: Multiple Researchers’ Data – Chapter 1 of Positive Intelligence
“Positive Intelligence can change your life and transform your business. A real game changer.”
--James D. White, Chairman and CEO, Jamba Juice

Visit www.PositiveIntelligence.com for:

- PQ score assessment
- Saboteur assessment
- Tools and resources
- Order the book
- Read book chapters
- Author blog/tweets
Global Product Design

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Stanford University and IPS have created education programs focused on improving strategic execution

Stanford Advanced Project Management (SAPM) Program

• Directed by Professor Raymond Levitt, Civil and Environmental Engineering
• Developed in partnership between SCPD and IP Solutions, LLC
• Meets the career-long education needs of professionals, managers, and executives
Courses are available at Stanford, online, and at work.

**At Stanford**
Come to Stanford to engage with faculty and network with professionals from around the world.

**Online**
Self-paced, online courses may be accessed anytime, anywhere.

**At Work**
Courses can be offered at your workplace for your entire team and customized to your company.
Earn the Stanford Advanced Project Management Certificate

Required Courses:
- Converting Strategy into Action
- Executing Complex Programs
- Leadership for Strategic Execution

Elective Courses (select 3):
- Project Innovation through Design Thinking
- Mastering the Project Portfolio
- Leading Change from the Middle (March 28-30, 2012)
- Project Risk Management
- Managing Without Authority
- Leading Effective Teams
- Leveraging the Customer Relationship
- Managing Global Initiatives
- The Strategic PMO: Projects to Enterprise
- Designing the Organization for Execution
2012 At Stanford Schedule

**March**
- **18**
  - Converting Strategy into Action
- **19**
  - Managing Without Authority
- **20**
  - Executing Complex Programs
- **21**
  - Leadership for Strategic Execution
- **22**
  - Mastering the Project Portfolio
- **23**
  - Leading Change from the Middle
- **24**

**September**
- **9**
  - Converting Strategy into Action
- **10**
  - Executing Complex Programs
- **11**
  - Converting Strategy into Action
- **12**
  - Leadership for Strategic Execution
- **13**
  - Leading Effective Teams
- **14**
  - Project Innovation through Design Thinking

**Pricing for on-campus courses**
(Per course)
- Regular Tuition: $2,750
- Early Registration: $2,475
- March deadline – January 31

For more information:
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Outside the US +1.650.736.0539
scpd-apm@stanford.edu

http://apm.stanford.edu
Poll 3: What is your level of interest in the SAPM certificate program?

- I am interested in attending a March or September on-campus course.
- I am interested in bringing the SAPM program to my company.
- I am interested in taking online courses.
- Please send me more information about the program.
- I am currently enrolled in SAPM courses or a program graduate
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Q&A

Shirzad Chamine
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visit www.PositiveIntelligence.com for more.
Thank You for Attending Today’s Webinar

Leading Change from the Middle

March 28 - 30, 2012

For more information:
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Register early and save!

http://apm.stanford.edu