

# **+** POSITIVE INTELLIGENCE<sup>SM</sup>

**How to maximize performance and potential.**



STANFORD UNIVERSITY  
Stanford Center for Professional Development



# Meet Today's Speakers



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# Positive Intelligence

## Our Agenda

1. **Positive Intelligence**

2. Learning More

3. Q & A



# **+** POSITIVE INTELLIGENCE<sup>SM</sup>



**+** Why do **+**  
**+** **ONLY 20%** of us **+**  
**+** **ACHIEVE ?** **+**  
**+** our **TRUE POTENTIAL?** **+**  
**+** **+**  
**+** **LEARN HOW**



# POTENTIAL

## The Song Still in Us

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

Henry David Thoreau





	<b>SURVIVOR BRAIN</b>	<b>PQ BRAIN</b>
<b>ANATOMY</b>	<b>Brainstem, Limbic System, Left Brain</b>	<b>Middle Prefrontal Cortex, Empathy Circuitry *, Right Brain</b>
<b>FOCUS</b>	<b>Survive</b>	<b>Thrive</b>
<b>VOICE</b>	<b>Saboteurs</b>	<b>Sage</b>
<b>EMOTIONS</b>	<b>Anxiety, Anger, Disappointment, Shame, Guilt, Regret, Blame</b>	<b>Curiosity, Compassion, Joy, Creativity, Peace, Calm Resolve</b>

\* Empathy Circuitry consists of the Mirror Neuron System, the ACC and Insula Cortex of the MPFC.



# 3 STRATEGIES TO INCREASE





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**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



**POWER GAMES TO BOOST 5 SAGE POWERS**



3 STRATEGIES TO INCREASE 

100 PQ REPS/DAY  
10 SECONDS PER REP  
21 DAYS



$$\underline{\text{Achievement}} = \text{Potential} \times \text{PQ}$$

Performance  
Success  
Happiness

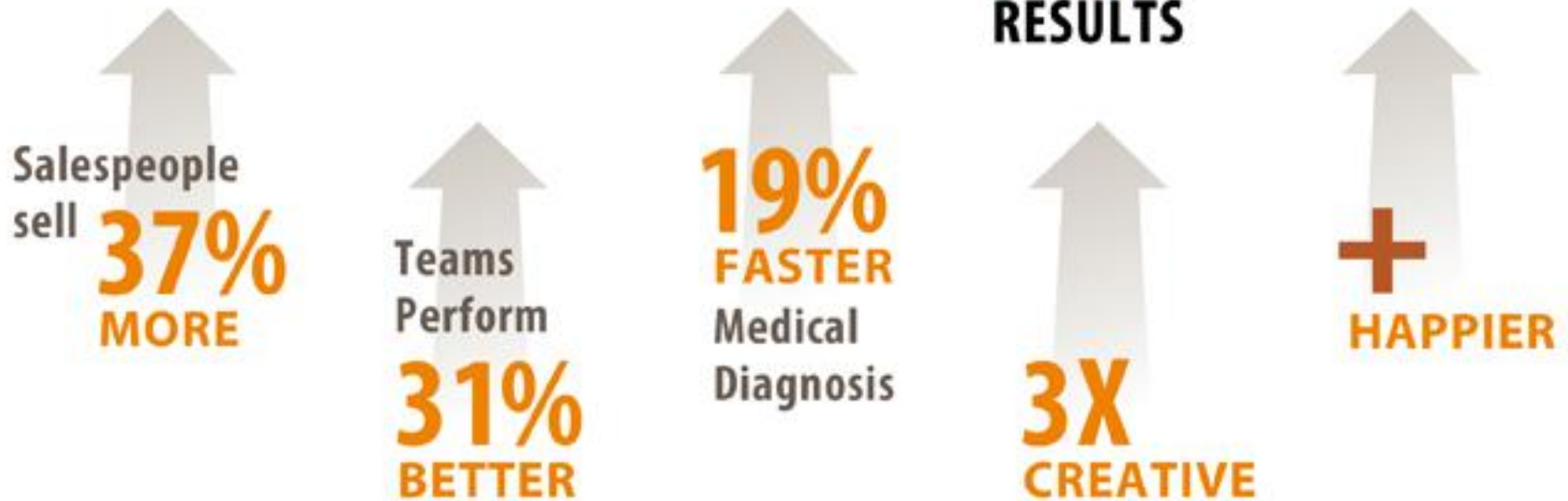
IQ  
Skills  
Knowledge  
Experience  
network  
EQ

Positive  
Intelligence  
Score





## EXAMPLES OF HIGHER **PQ**<sup>SM</sup> RESULTS



Source: Multiple Researchers' Data – Chapter 1 of *Positive Intelligence*



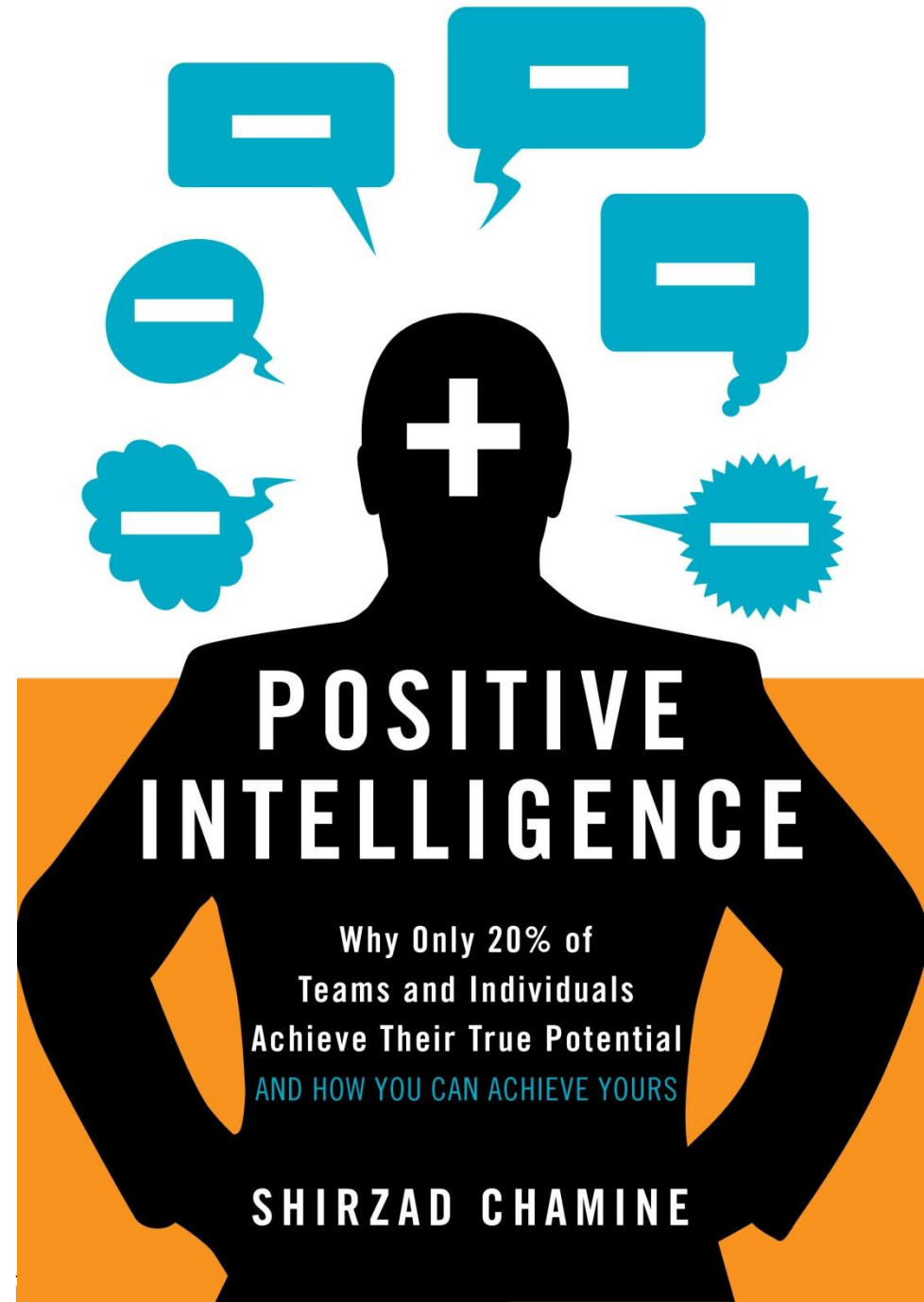


**“Positive Intelligence can change your life and transform your business. A real game changer.”**  
*--James D. White, Chairman and CEO, Jamba Juice*

**Visit**

**[www.PositiveIntelligence.com](http://www.PositiveIntelligence.com) for:**

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



# Global Product Design

## Our Agenda

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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

■ Required ■ Elective

M A R C H						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
18	19	20	21	22	23	24
	Converting Strategy into Action		Managing Without Authority			
25	26	27	28	29	30	31
	Executing Complex Programs		Leadership for Strategic Execution			
	Mastering the Project Portfolio		Leading Change from the Middle			



■ Required ■ Elective

S E P T E M B E R						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9	10	11	12	13	14	15
	Converting Strategy into Action		Executing Complex Programs			
16	17	18	19	20	21	22
	Converting Strategy into Action		Leadership for Strategic Execution			
	Leading Effective Teams		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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 Toll Free +1.866.802.1152  
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<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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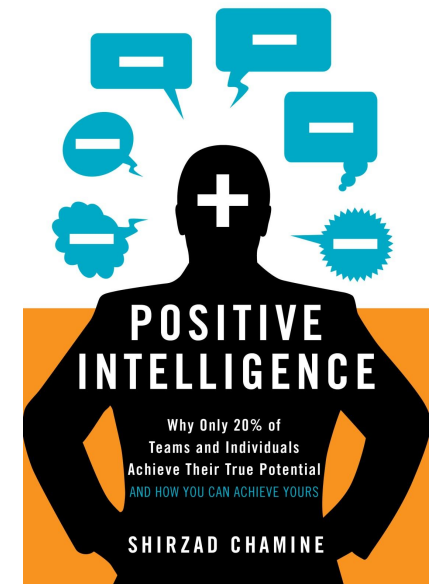


# Q&A



**Shirzad Chamine**

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visit [www.PositiveIntelligence.com](http://www.PositiveIntelligence.com) for more.



# Thank You for Attending Today's Webinar

## Leading Change from the Middle



March 28 - 30, 2012

■ Required ■ Elective

MARCH						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
18	19	20	21	22	23	24
	Converting Strategy into Action		Managing Without Authority			
25	26	27	28	29	30	31
	Executing Complex Programs		Leadership for Strategic Execution			
	Mastering the Project Portfolio		Leading Change from the Middle			

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**Register early and save!**

<http://apm.stanford.edu>

