



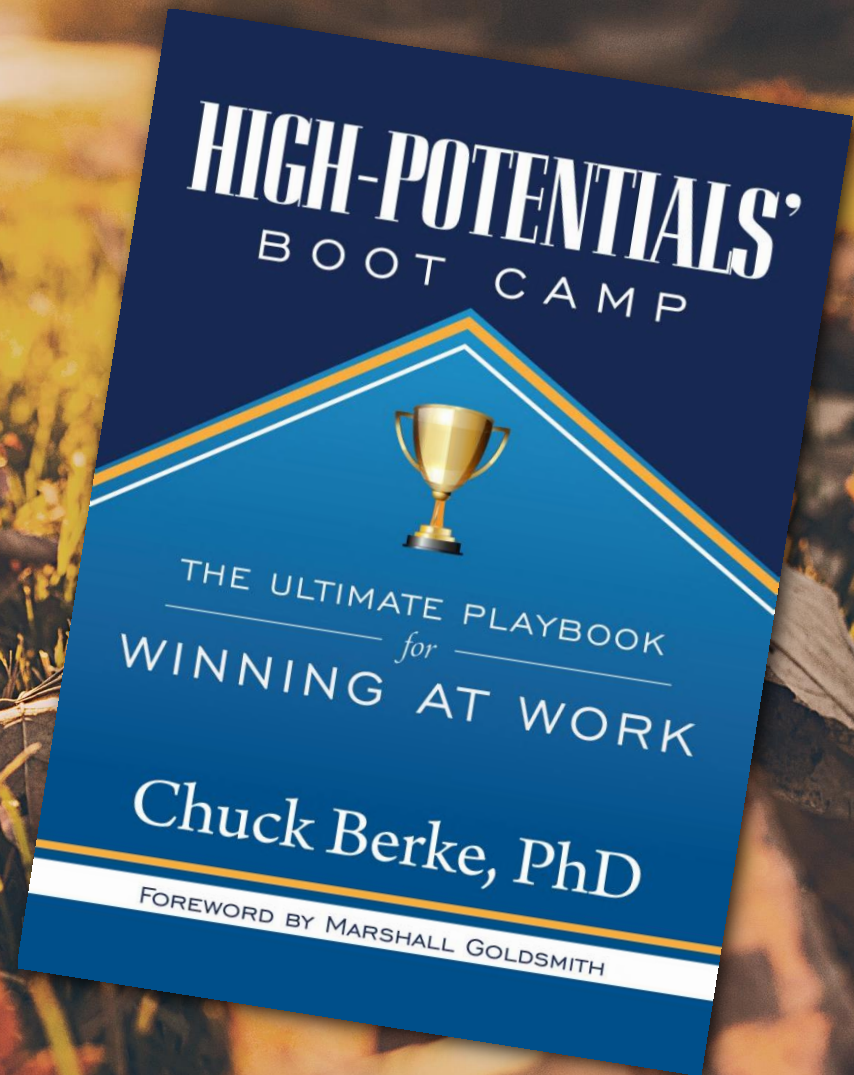
If Your Career Was a Houseplant It Might Be Dead by Now

Presenter
Chuck Berke, PhD

My Background

- **Licensed Marriage and Family Therapist - recovering**
- **Coaching for over 25 years**
- **Currently focused on Individual and team/group leadership development**
- **Formal training: Master Certified Coach through ICF, Marshall Goldsmith Certified Stakeholder Centered Coach**
- **Received an MA in Organizational Development and a PhD in Human Systems**
- **Work mostly with large companies including; Dell/EMC, Merck Millipore, GE, Johnson & Johnson, Marriott/Starwood Hotels, PepsiCo, National Institutes of Health**

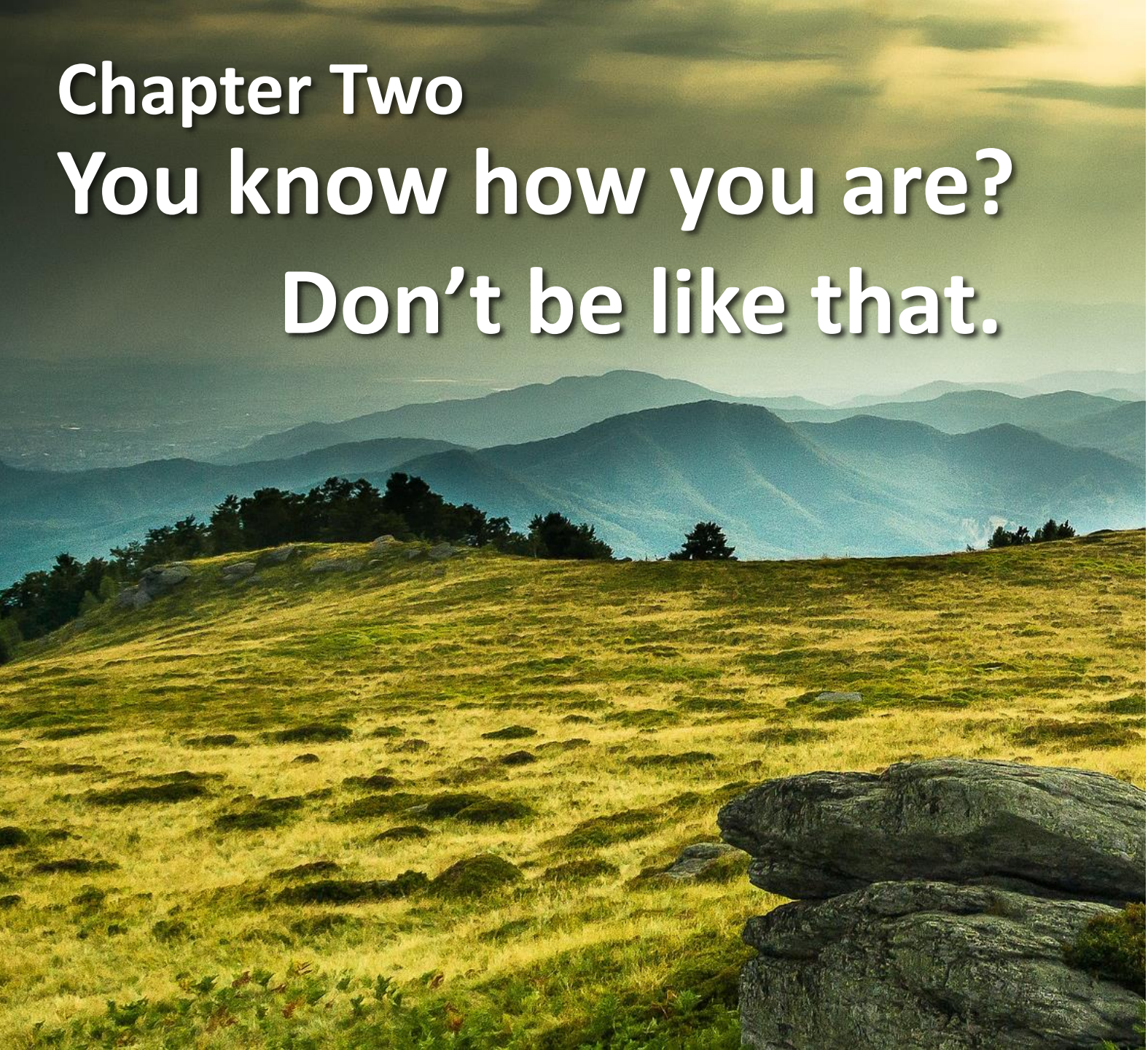
Introduction



Chapter One

A Giant Pair of Ears





Chapter Two

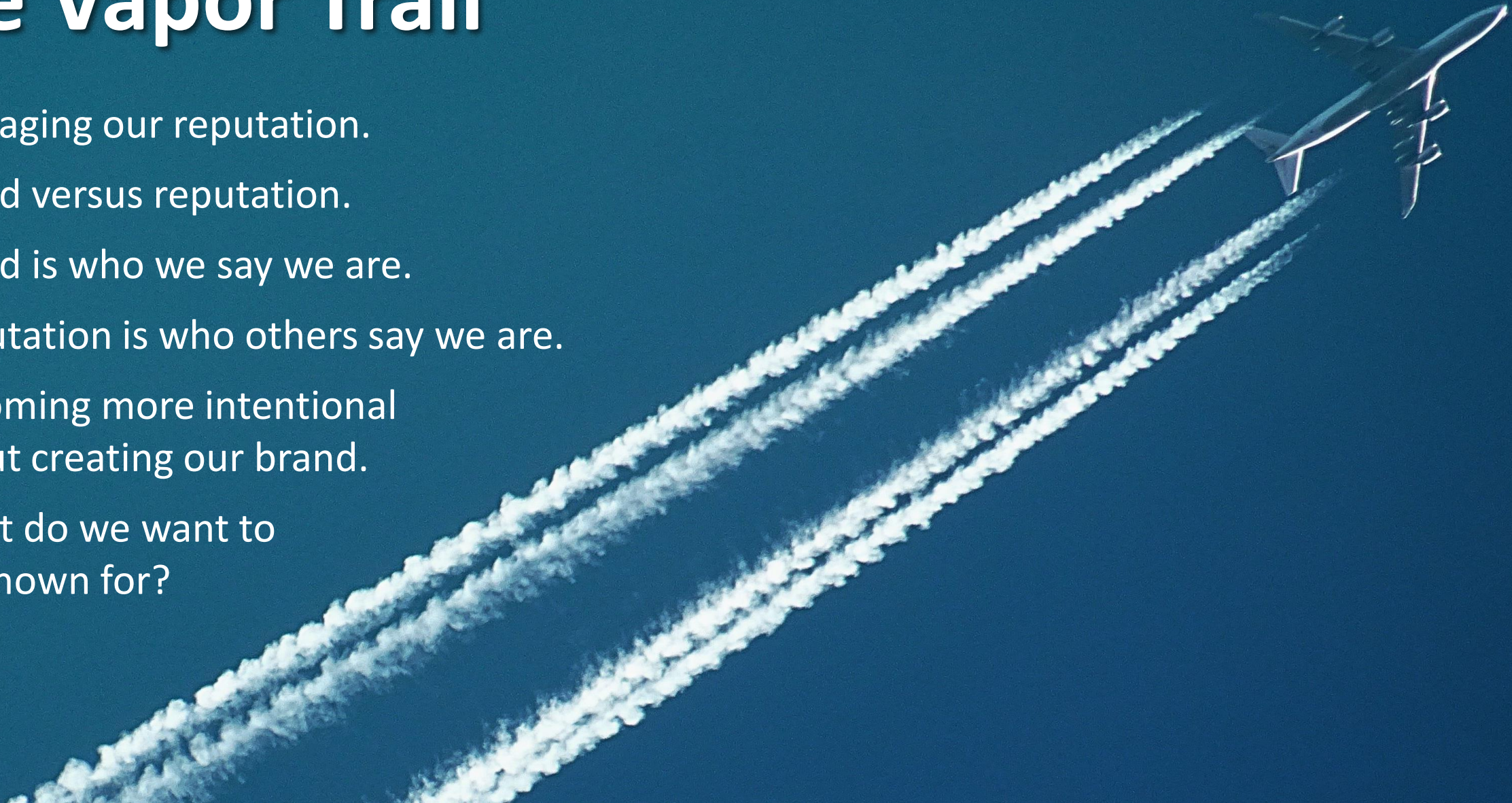
You know how you are? Don't be like that.

- When change is difficult
- Digging into the change process
- Living into our stories
- Second order change
- The Box — self-limiting beliefs
- Family rules and roles — exercise

Chapter Three

The Vapor Trail

- Managing our reputation.
- Brand versus reputation.
- Brand is who we say we are.
- Reputation is who others say we are.
- Becoming more intentional about creating our brand.
- What do we want to be known for?





Chapter Four

The Dumbass Bin

- The Clark story.
- Emotional regulation.
- Under stress and pressure we decompensate.
- Unrelentingly high standards.
- Practicing acceptance and empathy.
- Successful people are often hard on themselves and others.
- Monitoring our triggers.

Chapter Six

Joe's Frozen Bagels

- One day we'll be asked to become strategic.
- What does this even mean?
- Is there a pill for this?
- Seeing around corners.
- The language of the future.
- Your company's big bets.
- The importance of strategic thinking.
- The importance of being known as strategic.



Chapter Seven

BFFs at Work

- The higher we go the more we need others.
- When you want something done quickly and well.
- Skills of influence — structural versus personal power.
- Building your network.
- Maintaining your network.



Chapter Eight

What the Heck is Executive Presence?

- The concept of construct.
- What are the key internal and external traits of Executive Presence?
- How do we develop Executive Presence?
- Self-efficacy.
- When did you feel most powerful and confident?
- What were you telling yourself in those moments?



Chapter Nine

Mastery over Perfectionism

- Perfectionism as a tyranny.
- What is our pay-off? What does it cost?
- Fear and anxiety are fuel but not good fuel.
- Go out and make some mistakes.
- Are you sure that's not funny?
- Mastery.
- Contributory personalities.





Chapter Ten

Spinning plates on poles

- Work/life and time management.
- Saying NO.
- Let me get back to you on that.
- If I say yes to this will I resent it later?
- Getting drawn in - saying NO 2.0.
- We have to manage our time and our energy.
- What would you do with an extra 3 hours a week?

Wrap up



- Questions
- Comments
- Feedback