



Recognizing Your Leadership Blind Spots

February 1, 2023 • 1:00 pm - 2:05 pm ET

Improve your communication effectiveness and reduce blind spots.

Agenda

Objectives

- Learn a Framework for Reading People
- Apply the Framework to a Person You Know You Are Seeking to Convince in the Next Two Weeks
- Share Ideas/Best Practices
- Apply the Framework to a Person You Do Not Know

We All Have This Blind Spot: We Speak to Others the Way We Wish to Be Spoken to

- Origin of FAD-HOP: Case Study
- Overview of FAD-HOP Elements and How to Use the Ordinal Scale

Apply FAD-HOP to a Person You Know

How to Apply FAD-HOP to Someone You Do Not Know but Will Need to Convince

- Secondary Tools
- Primary Tools

Summary of What Was Learned and Next Steps

Some people have a natural gift for reading people: understanding how to present information in ways that increase the probability of acceptance. Most of us present information to others the way we wish others would present information to us. That is a leadership blind spot! Assuming the facts speak for themselves is a leadership blind spot. The purpose of this workshop is to improve your communication effectiveness by providing you with a framework for reading people you know and for reading people you have yet to meet.

Faculty

Laurence Stybel

- Harvard University-trained licensed psychologist, CEO, board member in the HRTech space, co-founder of two companies, and entrepreneur-in-residence at a private equity fund
- One company is Stybel Peabody Associates, Inc.; its mission is 'smooth leadership change when the stakes are high;' retained search limited to board members, CEOs, COOs, and CFOs
- Has unique expertise in 'smooth leadership change' in family businesses and law firms
- Co-author of Navigating the Waterfall: A 21st Century Guide to Job Search and Career Management and co-author of monthly perspectives on leadership, career management, and corporate governance for Psychology Today
- Articles on leadership, career management, and corporate governance have appeared in California Management Review, Directorship, Harvard Business Review, and MIT Sloan Management Review
- Was President of the Boston Human Resource Association and a member of the Board of Directors of the National Human Resource Association
- Has been on the Board of Governors of the Institute for Career Certification International
- Listed in Marquis Who's Who in America and Marquis Who's Who in Business and Finance
- In 2019, The Marquis Publishing Company presented him with the Albert Marquis Distinguished Service Award for his enduring contributions to the field of leadership
- Earned the highest ICCI credential: Career Management Fellow

Continuing Education Credit

- HR Certification Institute 1.00
- SHRM 1.00

*For detailed credit information, visit www.lorman.com/ID410352 or call 866-352-9540.

Learning Objectives

After attending this live webinar, you will be able to:

- describe how the framework is used in a business situation.
- identify primary and secondary research techniques for reading people.
- recognize how to improve leadership communications and sales effectiveness by presenting the How to Read People framework.
- review a presentation you will be making in 2-4 weeks.

General Information: Includes free downloadable manual with attendance. This live webinar may be recorded by Lorman Education. If you need special accommodations, please contact us two weeks in advance of the program. Lorman Education Services is not approved to offer self-study CPE credit for accountants; therefore, no CPE will be given for this program if ordered as a self-study package. ©2023 Lorman Education Services. All rights reserved. Cancellations: If you wish to cancel any unviewed product, live webinar or seminar, cancellations must be received within seventy-two (72) hours of your purchase to receive a full refund. For paid purchases of a single live webinar or seminar, you may transfer your registration to an alternate event or send a substitute attendee to the event in your place. Notice of a transfer or substitution must be provided to Lorman in advance of the originally purchased event. If you cannot attend your live webinar or seminar, you may substitute your registration amount for a recording, if available, at no additional charge.