



Seminar – Playing Well Together

This high impact, full day seminar blends presentation and high engagement to provide a comprehensive learning experience. It is based on its companion books, *The Introverted Leader* and *The Genius of Opposites*. Topics include:

- **How Introverted Leaders Use Their Strengths to Succeed**

Through examples and interaction, you will deepen your understanding of introverted leaders. Who are well known examples? What do the statistics reveal about introverted leaders? What are their key characteristics and strengths? What are the challenges they face in today’s organizations?

- **The 4Ps**

This well-tested, progressive four-step strategy (Preparation, Presence, Push, and Practice) is used by successful introverted leaders to build on their quiet strength and make it a source of great power. You will learn to apply the 4Ps to leverage your leadership strengths.



- **A Deeper Dive**

We take the 4 P's and look at how to apply them through analysis of a leadership case study. Through demos and practice, you will learn how to apply the 4 P's to successful networking.

- **Who are the Genius Opposites?**

You will learn about the characteristics of Genius Opposites and the common characteristics of “Genius” partnerships. Hear about examples and cases of successful opposites and learn how things can go off the rails.

- **How Genius Opposites Succeed: The Genius of Opposites Process**

Take a baseline quiz to determine the opportunities to improve your relationships with opposites. Learn the five essential steps necessary for success in an easy to remember ABCDE model: Accept the Alien, Bring on the Battles, Cast the Character, Destroy the Dislike, and Each Can’t Offer Everything.

- **A Deeper Dive: Bring on the Battles and Destroy the Dislike**

We will do a deep dive through the Bring on the Battles and Destroy the Dislike steps of the Genius of Opposites process. Case studies, demos, videos and role plays will be conducted to give you a chance to try these tools.

- **Learning Into Action**

You will apply the 5 steps of the Genius of Opposites process to create a team work scenario (ex. meeting) that adapts to the needs of introverts and extroverts. You will create an action plan in the class to enhance your results. (Note: Partners do not have to be present.)

Jennifer B. Kahnweiler, Ph.D., Certified Speaking Professional, is a global speaker and bestselling author known as the “Champion of Introverts.” Her books include The Genius of Opposites, Quiet Influence and The Introverted Leader, and have been translated into 15 languages. Jennifer has worked with hundreds of organizations including GE, NASA and the US Embassy in Vietnam. She is a member of the American Management Association and has been featured in Forbes, Time, and The Wall Street Journal.

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