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Producing Results in the 21st Century

Most people believe that productivity is a function of knowledge, organization, or efficiency, and maybe just being able to keep up with their email. The prevalent belief for improving our productivity therefore is well intended but naively held as "be more efficient". The evidence is that we've squeezed all the efficiency we can out of ours habits, patterns, and approaches to producing. We're using strategies and tactics appropriate to the late 1980's for coping and handling entirely new work realities. Something needs to shift.

The impact of our knowledge worker technologies and our electronic networks in the past fifteen years, the dramatic upward shift in individual workloads since the early 90's, and the instantaneous character of our communication systems that have emerged in the past ten years, have combined to alter the fundamental definitions of work and productivity. And while we all live in that boiling caldron of churn and change, a tiny few can step back and see how to deal with the new dynamics for producing results in the 21st Century.

The Producing Results in the 21st Century Program addresses the dynamics, strategies, and tactics for being productive in this new reality.

Objectives

- To learn how the human brain organizes people and their responses to the world around them – the way people are wired to produce, or not produce.
- To chart the changed dynamics of participant's workplaces, how these have redefined what work is, what the expectations are on them, and what's expected of them in today's work world.
- To confront and distinguish the old strategies and tactics individuals and groups/teams default to using when dealing with work place demands and expectations.
- To model a new set of work and communication practices, so that participants are more focused, more productive, and have a new ability to deliver on tasks, initiatives and deadlines.
- To enable participants to align their activities and actions around what will forward the objectives and commitments of their respective departments and the entire organization.
- To alleviate the sense of stress and overwhelm that comes from juggling competing demands, priorities and deadlines, and give people new capacities for managing their work and non work commitments.
- To fully utilize and integrate current technologies such as Microsoft Outlook, Lotus Notes, Groove, web-based applications, Blackberries, smart phones and others, to manage conversations, accountabilities, and results at work and home.

As a result of the program, participants will learn to:

- Directly address and increase their own productivity.
- Engage co-workers, teams and groups in developing workable practices and strategies that allow each member to be more productive.
- Demonstrate greater focus and accountability, manage projects and commitments more effectively, and realize key individual, team, and organizational results.
- Manage their communication technologies and strategies, to fulfill their accountabilities and the accountabilities of their teams.

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