



Sharp Thinking for Successful Leadership

Wednesday, 16th June, 2021

9.30 am – 12.30 pm

Online via Zoom

Target Audience: Staff in CONUL Libraries who lead and manage teams (places are limited)

Presenter: Valerie Pierce (see profile page 2)

The aim of this half day workshop is to assist you in developing high performance in the workplace by developing growth through strong leadership in communication, creative thinking and confident decision making.

In successful situations we know how to drive high performance behaviours with:

- Clear focus
- By asking the right questions
- Changing negative thinking into positive action
- Communicating ideas in a way that makes sense to others

This interactive and experiential learning develops these thinking skills in a step by step approach that is easy to apply.

Part 1 – Think with Passion, not Emotion

To achieve Clear Focus, a critical thinking tool for this purpose is to be aware of the difference between being Passionate, versus being Emotional about our goals. Learning to separate our egos from workplace issues is a key to achieving successful structured thinking.

Part 2 – Lead with Innovative Thinking

- Questions are the Search Engines of the Brain – by asking the right questions, we lead with the best answers and so achieve the greatest results.
- **Being Innovative through the Power of Negative Thinking:**
 - Learn to separate 'Negative Thinking' from 'Negativity'.
 - Apply the DNA Technique to *use* negative thinking to remove Obstacles & Blockages that hinder successful action.

Part 3 – Get Connected to the Thinking of Others

In this session participants learn to connect to the thinking of others.

- Good thinking understands that often our strongest argument can be our weakest link.
- To achieve high performance through people, you must always make sense to your audience and not yourself, as listeners can only understand their own logic, not the logic of the speaker

“The Fool tells me his reasons; The wise man persuades me with my own”



(Aristotle)

Presenter Profile



VALERIE PIERCE MA, MSc, FIITD

Creator of 'Clear & Critical Thinking' training and coaching modules

Adjunct Professor of Practice at Ashridge/Hult Business School

Valerie Pierce, MA (Phil), MSc (Executive Coaching) is Creator of the training concept 'Clear & Critical Thinking' and author of the books '**Quick Thinking on Your Feet.**' (Published in Ireland 2003: Japan 2004: USA 2005: China 2005: India 2008: Malaysia & Singapore 2013) & '**Focus: The Art of Clear Thinking**' (Published in Ireland 2014, Middle East 2015)

Translated into Chinese, Japanese & Arabic

She has been described by *The Irish Times* as a modern philosopher in the marketplace. Her international client list includes Apple, IBM, Xerox, KPMG, Oracle, AIB group, GlaxoSmithKline, Merck, The Victoria & Albert Museum, The British Law Society, The Central Bank of Ireland, Dept. Enterprise, Trade and Employment, Dept. Justice, Equality and Law Reform, the Office of the Revenue Commissioners and RTE amongst others.

Valerie is Adjunct Professor and Associate Faculty at Ashridge Business School, UK, teaching on their international Leadership and MBA programmes. She is a guest lecturer on the *MSc in Health Care Management* at Warwick Medical School, UK and works with the Royal College of Surgeons and the Smurfit School of Business in Ireland.

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