

Ten3 SMART Learning

Synergistic, **M**otivational, **A**chievement-oriented, **R**apid, **T**echnology-powered

Demo
version
(15 slides)

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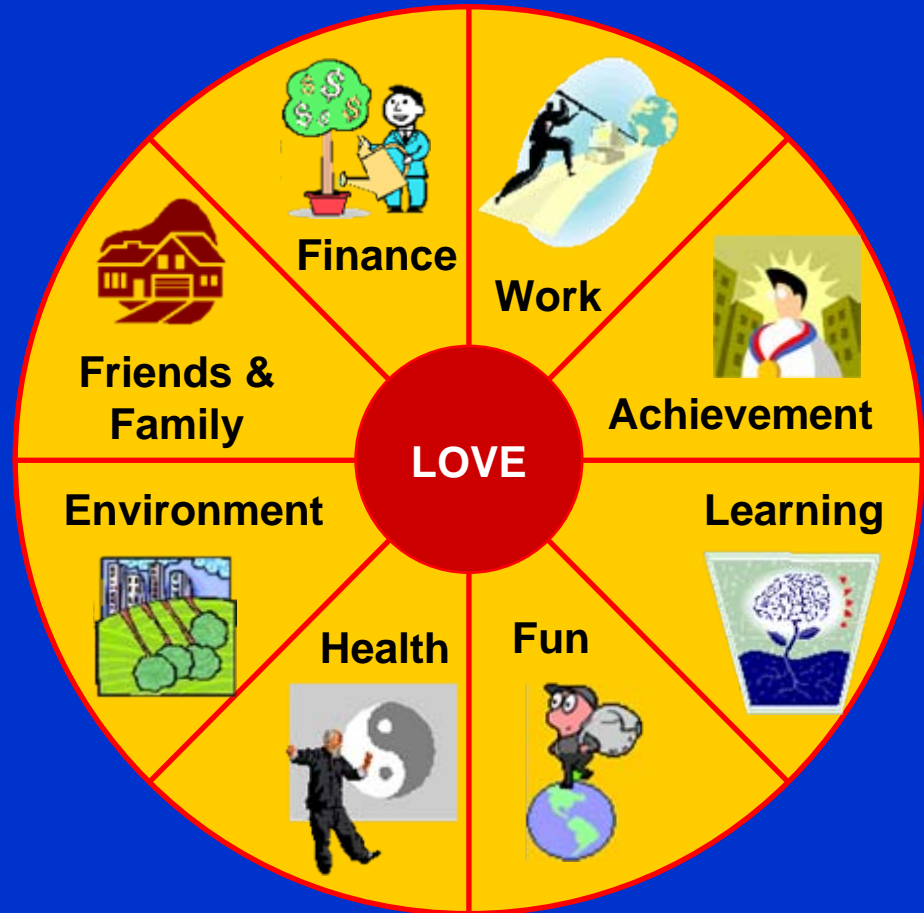
to see the complete list of slides

Personal Success 360

70 PowerPoint slides +
70 half-page Executive Summaries

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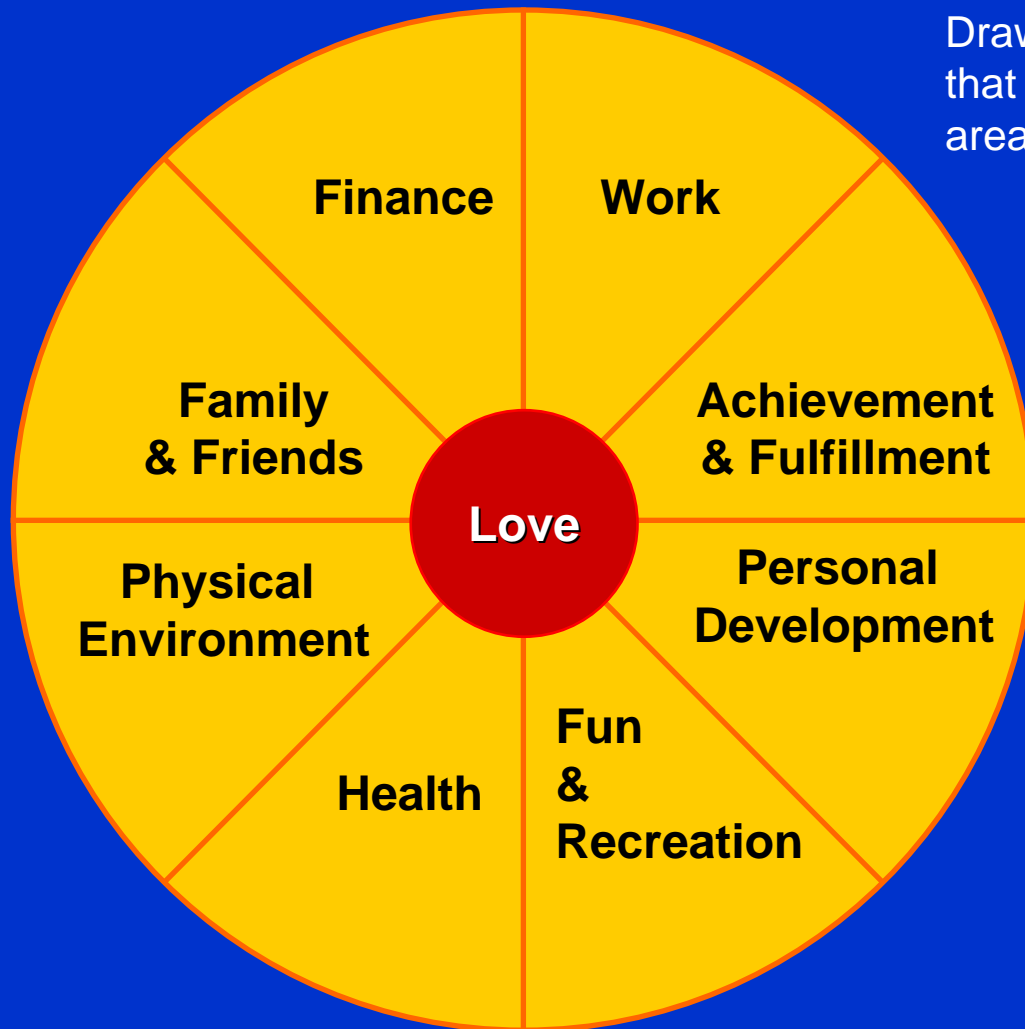
Personal Success 360

[Click here](#) to see the complete list of slides

- 1. Balancing Your Life and Character**
- 2. Setting and Achieving Your Goals**
- 3. Mastering Your People Skills**
- 4. Knowing People**
- 5. Leading and Coaching**

NLP Self-Coaching

Balancing Your Wheel of Life



Draw a line across each category area that reflects your satisfaction with this area of your life right now.

Making Changes in Your Life Balance

Ask yourself:

1. "What do I want?"
2. Doublecheck: "Is that what I really want?"
3. "What am I not paying enough attention to in my life right now?"
4. "What is the easiest first step I can take now in the direction of what I want?"
5. Review your personal balance regularly

COCA Principle of Achievement

Capabilities × Opportunities × Commitment × Action

“If you think you can, you can. If you think you can't, you're right.”
– George Bernard Shaw

“An optimist sees the opportunity in every difficulty.”
– Winston Churchill



“The future belongs to the common man with uncommon determination.”
– Baba Amte

“Practice is the best of all instructions.”
– Publilius Syrus

The Tao of Achievement

Balance Between Reflection and Action



“Live as if you were to die tomorrow. Learn as if you were to live forever.”
– Mahatma Gandhi

Yin

Passive, Receptive



Reflection

- Master the technology of achievement
- Quiet your mind
- Take and maintain “a helicopter view” of the situation
- Think strategically, set your goals and milestones
- Listen and learn continuously
- Analyze, develop solutions

Yang

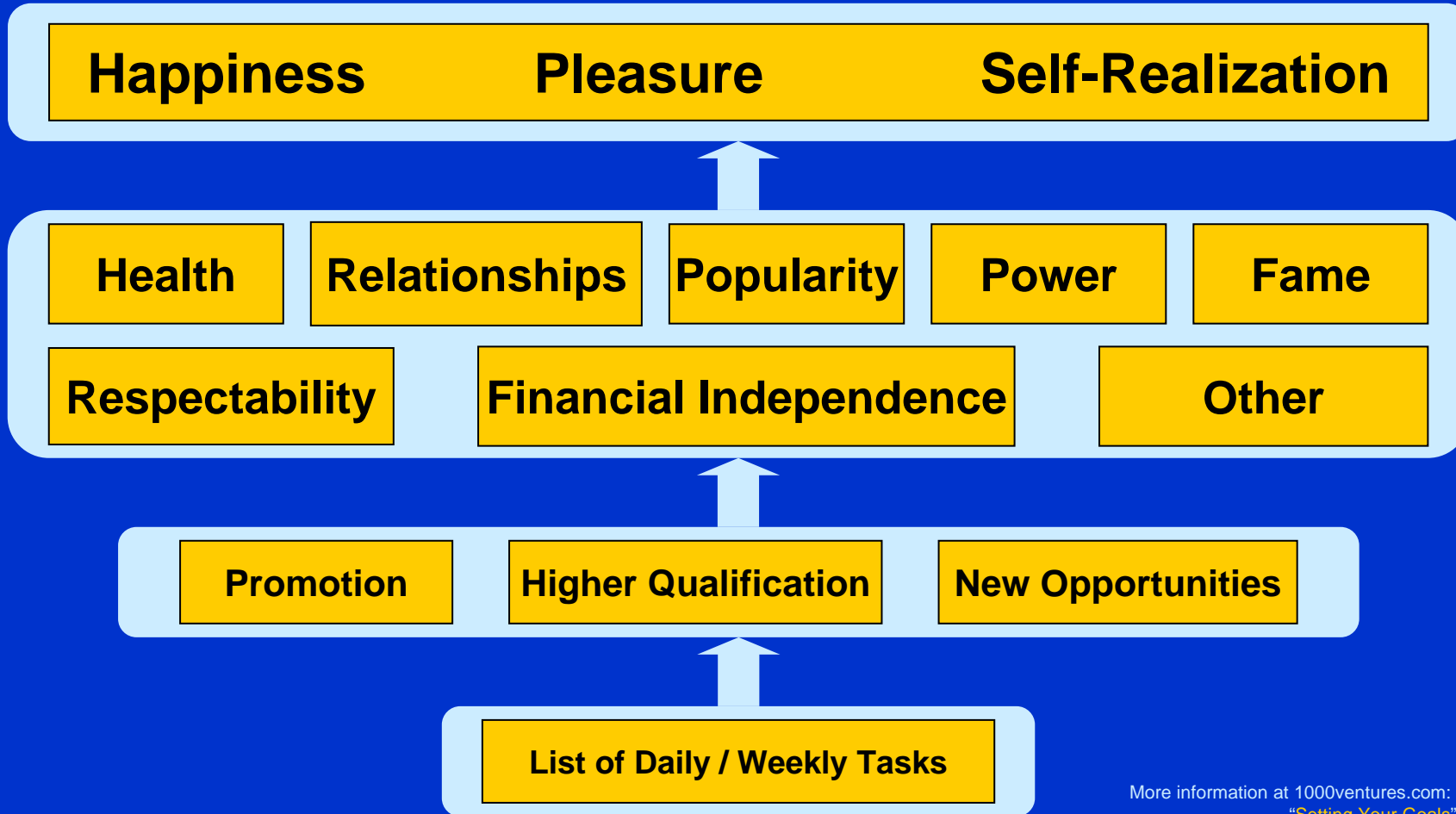
Active, Creative

Action

- Motivate yourself
- Manage your attitude
- Think positively
- Create positive energy
- Take initiative
- Experiment
- Turn failures in opportunities
- Never give up



"Without the vision of a goal, a man cannot manage his own life, much less the lives of others." – Genghis Khan



NLP Technology of Achievement

Creating Inevitable Success



- 1** Appreciate your goal, pay attention to how attractive that goal is, make it as compelling as possible
- 2** Set your brain on the path toward achieving your goal so that it's working on it all day long – traveling the actual path will then become much easier
- 3** Vividly imagine that you have already achieved your goal, then walk back and examine the pathway toward your goal
- 4** Notice specific steps on the pathway you took to get there, including all those different elements – the resources, the abilities, the actions, and the people – that led, step-by-step, toward your goal
- 5** Go back to the present with a new appreciation for the steps on the path to your goal

Self-Motivation

Empowering Emotions that Guide You Towards Your Goals

Three Self-Motivational Competencies of Outstanding Performers

Self-Motivation Techniques

1. Set a target
2. Visualize the desired outcome
3. Set milestones
4. Use visual indicators



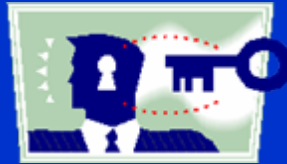
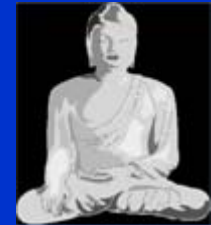
Failure as a Stepping Stone to Success

Turning Failures into Opportunities

“Can you step back from your own mind and thus understand all things?” – Lao Tzu

The Three Steps

1. Get rid of all negative emotions – and learn
2. Go into a fresh-start mindset – more intelligently
3. Take different views of the situation:



- an optimist's view
- a pessimist's view
- an anarchist's view
- an architect's view
- a child's view
- a poet's view

- a strategist's view
- a competitor's view
- a customer's view
- a supplier's view
- Salvador Dali's view
- Charles Darwin's view

Creative Problem Solving (CPS)

Asking Effective Questions, Active Thinking, Techniques

Asking Effective Questions

When something goes wrong, don't try to fix things and get them back to the way they were before.

Ask yourself '**How can I fix things and make them better than they were before?**'

This question will stimulate creative problem solving and inspire your subconscious mind to work on improving the situation.



The Power of Active Thinking

Active thinking is about

- passionately caring about and being involved with a cause, and
- changing the problem in order to explore it

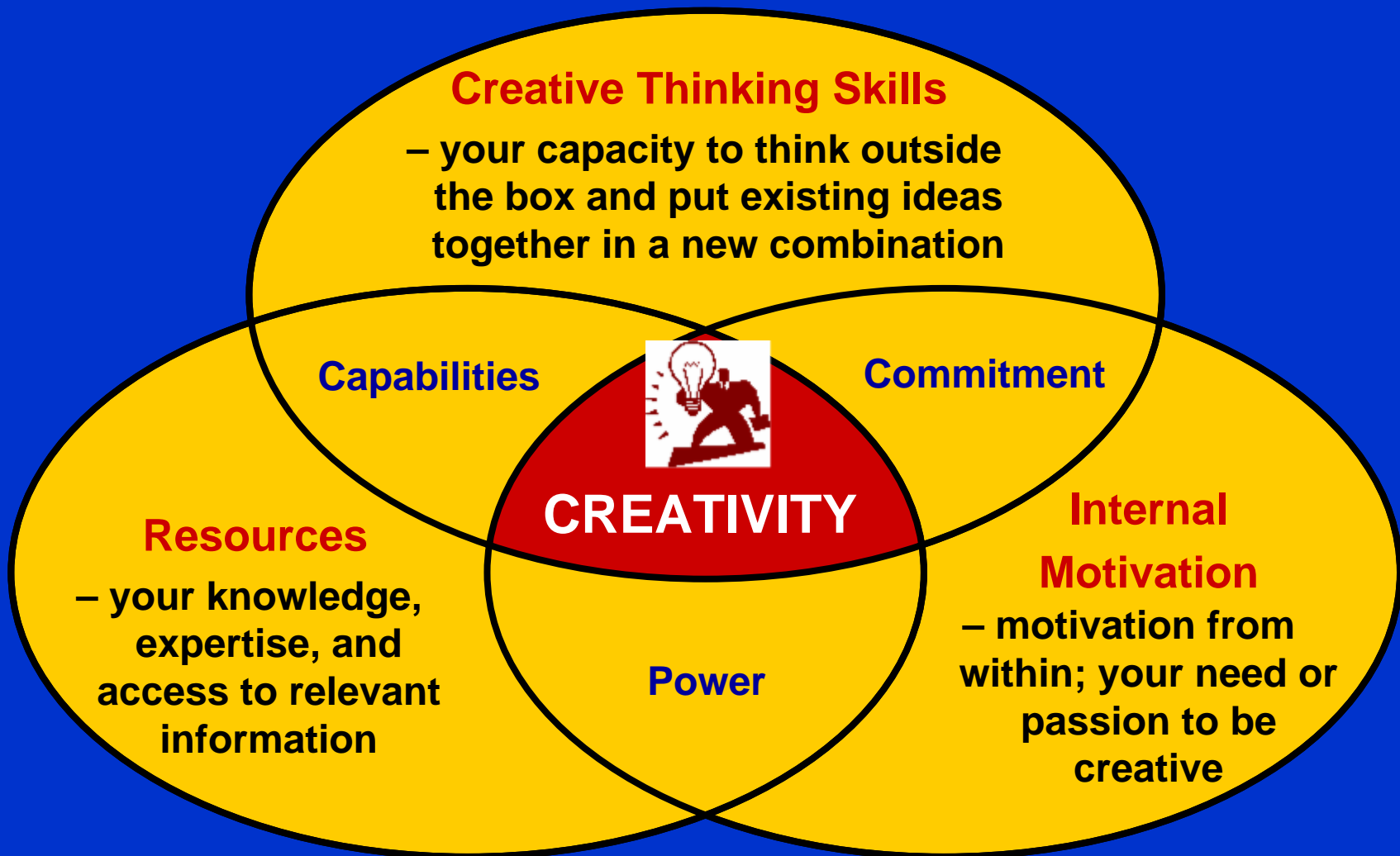
4 Problem Solving Techniques

By Roni Horowitz

1. Do State Analysis
2. Go to the Extreme
3. Find Necessary Conditions
4. Work Backwards: start from the end of the process and develop it step by step from there

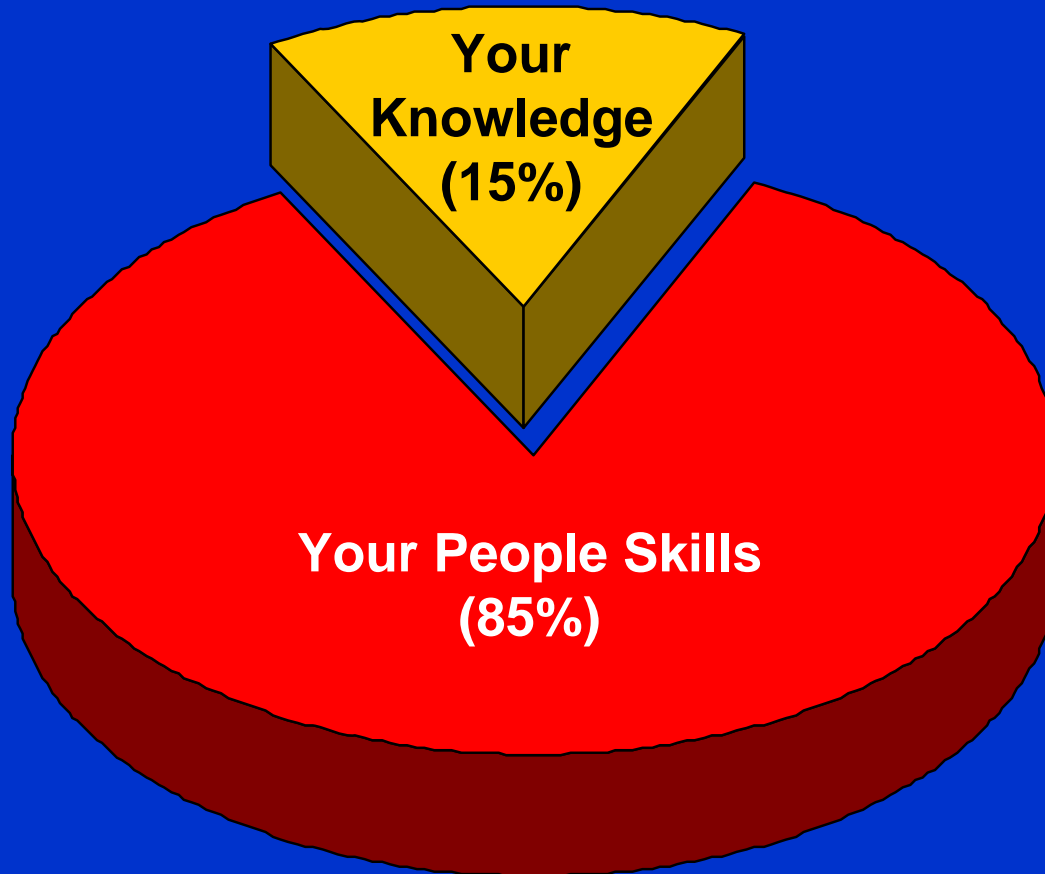
Creativity in Individuals

A Function of Resources, Motivation, & Creative Thinking





Your financial success comes from:



Some experts estimate that 15% of your financial success comes from your skills and knowledge, while 85% comes from your ability to connect with other people and engender trust and respect.

Win-Win Mindset

A Synergy of Your Three Character Traits



An Abundance Mentality

– this is a world of plenty and there is enough for everybody

WIN-WIN Mindset

Maturity

– the balance between courage and consideration

Integrity

– keeping promises and treating everyone by the same set of principles

NLP Solutions: Effective Communication

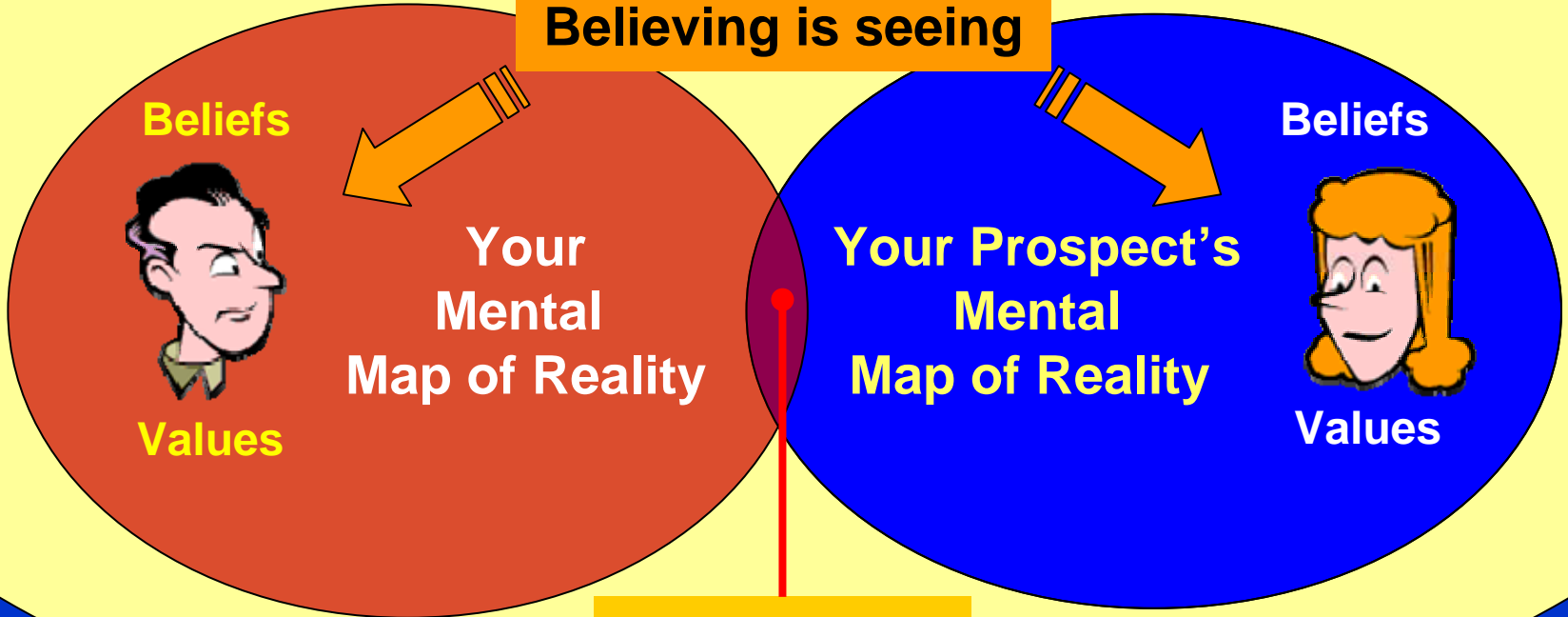
Map is not the Territory – Understand People's Perceptions

REALITY

"We see the things not as they are, but as we are."

– H.M.Tomlinson

Believing is seeing



Area of Good Understanding

The Tao of Influencing People



"Before you can inspire with emotion, you must be swamped with it yourself. To convince them, you must yourself believe." – Winston Churchill

Yin

Passive, Receptive

Outside-In

- Satisfying needs and desires
- Being interested in people
- Knowing people
- Understanding emotions
- Effective listening
- Observing people
- True compassion



Yang

Active, Creative

Inside-Out

- Creating needs and desires
- Managing attitude
- Establishing rapport
- Asking effective questions
- Persuading
- Leading and coaching
- Inspiring and energizing

Leadership Attributes

What Effective Leaders Need to Be, Know, and Do

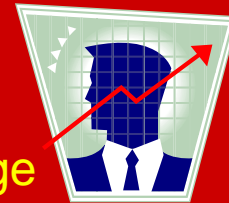
Set Directions

- Face reality
- Focus on the future
- See change as an opportunity



Demonstrate Personal Character

- Live values, lead by example
- Have and create a positive self-image
- Display integrity & learning ability



Build Organizational Capability

- Build infrastructure
- Leverage diversity
- Build teams
- Make change happen
- Design human resource systems



Mobilize Individual Commitment

- Direct emotions
- Manage attention
- Share power and authority
- Build collaborative relationships



Coaching Yourself

Set and Achieve Your Personal and Business Goals

BUILD PEOPLE SKILLS

- ❖ Know People
- ❖ Build Relationships
- ❖ Connect & Influence



COMMUNICATE

- ❖ Understand Perceptions
- ❖ Listen & Ask Questions
- ❖ Talk, Write & Present

MANAGE YOUR ACHIEVEMENTS

- ❖ Define Your Vision & Goals
- ❖ Unlock Your Capabilities
- ❖ Manage Your Attitude



INNOVATE

- ❖ Learn & Cross-pollinate
- ❖ Boost Your Creativity
- ❖ Discover Opportunities



LEAD

- ❖ Think Strategically
- ❖ Build a Team
- ❖ Energize & Coach

Personal Success 360

- ✓ 70 PowerPoint slides +
- ✓ 70 Half-page Executive Summaries +
- ✓ E-Coaching Smart Screensaver (70 slides)

[Click here](#) to see the complete list of slides

Sample slide
with a half-page Executive Summary

[Click here](#)

to buy Ten3 SMART set

US\$ 29 only!

The Corporate Strategy Logic
Strategy Pyramid (old) vs. Strategy Stretch (new)

STRATEGY PYRAMID
Top-down

Vision
Mission
Goals
Strategies
Tactics
Action plans

Old Strategy-based Business Development Model
*Effective in known & stable environment
*Builds on existing competencies

STRATEGY STRETCH
Top-down + Bottom-up

Strategic Intent
Challenges
Opportunities

New Opportunity-driven Business Development Model
*Effective in new & unstable environment
*Builds on new competencies

Instead of Introduction
For the vast majority of companies, having well-defined visions and mission statements changes nothing. The exercise of crafting them is a complete waste of time and talent if visions and mission statements are used for nothing but being published in the annual report and displayed in a reception area. To be able to energize employees to work towards corporate goals, visions and missions should be more than a sign on the wall. Executives and managers should live them, be seen living them, and constantly communicate them to their employees.

Vision
Vision is a short, succinct, and inspiring statement of what the organization intends to become and to achieve at some point in the future, often stated in competitive terms. Vision refers to the category of intentions that are broad, all-intrusive and forward-thinking. It is the image that a business must have of its goals before it sets out to reach them. It describes aspirations for the future, without specifying the means that will be used to achieve those desired ends.

Mission Statement
A mission statement is an organization's vision translated into written form. It makes concrete the leader's view of the direction and purpose of the organization. For many corporate leaders it is a vital element in any attempt to motivate employees and to give them a sense of priorities

Setting Goals
The major outcome of strategic road-mapping and strategic planning, after gathering all necessary information, is the setting of goals for the organization based on its vision and mission statement. A goal is a long-range aim for a specific period. It must be specific and realistic. Long-range goals set through strategic planning are translated into activities that will ensure reaching the goal through operational planning.

Strategic Intent
A strategic intent is a company's vision of what it wants to achieve in the long term. It must convey a significant stretch for your company, a sense of direction, discovery, and opportunity that can be communicated as worthwhile to all employees. It should not focus so much on today's problems but rather on tomorrow's opportunities.