



PROGRAM: *How Your Style Impacts Leadership & Influences Others*

DURATION: 45 min – 1 hour

DESCRIPTION: In this presentation Ken Sergi will show how your personal style impacts your leadership and influences others. You will see how your blind spots that hold you back can be effectively managed to achieve significantly greater success. You will also understand how to recognize the styles of others so you can be more influential. This is a condensed version of the full programs that have been taught to large and small companies in diverse industries including the U.S. government and military leadership. In this keynote Ken breaks down the core styles of **INFLUENTIAL LEADERSHIP** into powerful practical everyday tools. Can you afford to not know yourself and how to easily be more targeted? Whether it's how to elevate leadership competence, influence others, work in cross-matrix organizations, deal with conflict, or effectively manage yourself, this program will improve your competitive edge and everyday life.

This program is appropriate for leaders, managers, executives, professionals, consultants, and entrepreneurs who want a unique, targeted, or competitive edge to elevate leadership competence; manage or develop teams; understand customers; improve communication; deal with conflict; influence change; or discover how to bring out the best in yourself and others.

SPEAKER: Ken Sergi is a dynamic master business coach, Organization Development ("OD") expert, trainer and author who has helped diverse leaders and individuals worldwide in multiple industries, government, and military settings achieve new levels of leadership, influence, performance, organization effectiveness and strategic success. He is a passionate OD Consultant who focuses on sustainable transformation which has promoted leaders, grown small, medium and large companies, won awards and has been profiled in industry publications.

Ken is a certified Business and Executive Coach with more than 25 years experience as a CEO, Director, Manager, and Consultant working with clients in large and small companies world-wide in strategic organizational systems, hiring, performance management, instructional design, training, coaching and teaming. He is certified in a variety of assessment tools and 360 feedback surveys. He has also taught extensive public and private courses on leadership, adult learning, performance management, change management, communication skills, personality types for personal effectiveness and Emotional Intelligence. Ken has won multiple awards for training, coaching and organization excellence. He is profiled in several international magazines including Information Week for projects such as retooling of America's I.T. employees. He recently designed and implemented the new three-day leadership program for the U.S. Navy, grew an international business within two years to be a multi-million dollar sale, proliferated the first medical systems for the US Dept of Defense worldwide, and lead the OD project for the largest mobilization of human resources in US history to hire 15,000 people in four weeks to conduct the 2000 US Census for a private company.

His clients have included Cisco Systems, Troy Systems, Alora Health Care, U.S. Census, U.S. Treasury, Case Corporation, StarPoint IT and U.S. Dept. of Defense.

"I've been through a lot of self-improvement and personal development seminars and books, yet I definitely got more valuable insight that I could actually apply and use for real improvement from the session that you did than all prior books and events combined." [Click here for more testimonials](#)



KENNETH R. SERGI
BUSINESS COACH, O.D. EXPERT, AND TRAINER

San Diego, CA

Experience Summary

Ken Sergi is a dynamic master business coach, Organization Development ("OD") expert, facilitator, trainer and author who has helped diverse leaders and individuals worldwide in multiple industries and government settings achieve new levels of influence, performance, teaming, and strategic success. His leadership training, performance management and coaching programs are used by corporate, government and military organizations. He is a passionate OD Consultant who focuses on sustainable transformation that unlocks individual potential and organization effectiveness which has grown small, medium and large companies, promoted leaders, won awards, and has been profiled in industry publications.

Ken is a certified Business and Executive Coach with more than 25 years experience as a CEO, Director, Manager, and Consultant working with clients in large and small companies world-wide in strategic organizational systems, hiring competency models, performance management, instructional design, training, coaching, and teaming. He designed and delivered numerous train-the-trainer (T3) and coaching programs including a new three-day "Leadership and Coaching" program used by nine contract trainers for the US Navy in 2011 and is being expanded in 2012. He is one of only five Senior Trainers in the U.S. for the Department of Defense (DOD) on NSPS pay-for-performance programs and was a Team Leader for implementation of hospital, ER and medical systems with 52 trainers worldwide. His success stories range from growing a start-up to multi-million dollar revenues within two years to retooling of an international Fortune 500 corporation that was profiled in numerous magazines. One of his many projects was to help the 2000 U.S. Census build the largest mobilization of human resources in history from designing work flow and core competencies to training the trainers (T3) within a few months.

Ken is certified in a variety of assessment tools and 360 feedback surveys. He has also taught extensive public and private courses on adult learning, performance management, change management, communication skills, personality types for personal effectiveness and Emotional Intelligence. Ken has won multiple awards for training, coaching and organization excellence. He is profiled in several international magazines including Information Week for projects such the retooling of America's I.T. employees.

His clients have included Cisco Systems, Troy Systems, Alora Healthcare, U.S. Census, U.S. Treasury, Case Corporation, NDC Corporation, AcuCorp, StarPoint IT and the U.S. Department of Defense (DOD). He recently completed the project to implement NSPS pay-for-performance as a Senior Trainer which included SMART objectives and write winning self-assessments. He was a consultant to Ohio State University and several local colleges in the design of innovative new millennium education programs. He managed the Western Region training Center for the 2000 US Census to design core competency job models, training and business programs, which enabled the largest mobilization of non-wartime human resources in US history.

Education / Certifications

National Conflict Resolution Center (NCRC)
Certified in Myers-Briggs (MBTI), DISC and Enneagram
Certified Business and Executive Coach with Bogda Associates, and Senior Coach for One Coach
Professional Coaching Certification (PCC) program, New Ventures West (NVW)
Business Administration, The Union Institute, Cincinnati, OH
George Mason University, Fairfax, VA.
Leadership Board – Professional Coaches & Mentors Association (PCMA), San Diego chapter (7 years)
Leadership Board – San Diego Professional Coaches Alliance (SDPCA) (7 years)
Member (former), International Coach Federation (ICF), ASTD, and ODN
Principal Consultant www.MyCoachKen.com coach@kensergi.com

