

IT Professional Development

This COS contains sessions designed to enhance professional and interpersonal skills, and guide individuals through presenting themselves and their ideas more effectively. Sessions are also included to help professionals improve their time-management skills and improve personal motivation and stress management.

Breaking Out of F06 Miami Sessions: Thursday, 9/21/2006

23MK: Mon 11 - 12:15, B210, Miami Conv Ctr

 GOLD
ID:150003

Level:
All

Course:
IT Professional
Development

Speaker:
Robert Tipton
R.S. Tipton, Inc

This highly interactive, slightly confrontational session confronts the challenges in our lives that keep us from achieving our goals and finding life to be generally satisfying.

In this session, learn:
1. How to challenge the issues in your life.
2. A new management style to make your life more fulfilling.

How to Deliver a GREAT Technical Presentation!

26MN: Mon 3:30 - 4:45, B213, Miami Conv Ctr

 GOLD
ID:408178

Level:
All

Course:
IT Professional
Development

Speaker:
Randall
Munson
Creatively
Speaking (R)

There is much more to a great technical presentation than just telling people what you know. Presenting technical information in a way that is easily understood and remembered is a difficult challenge. Randall Munson, who has spoken in more than 30 countries, is a Certified Speaking Professional who has earned more Gold Medals for technical presentations than all other COMMON speakers combined.

Industry-leading technology corporations depend on Randall to convey vital technical concepts and complicated product information to their top sales force and their largest customers around the world. The executive speaking coach and technology sales expert that was named one of the "World's Greatest Business Mentors" will help you deliver a great technical presentation.

Learn effective techniques for visuals, handouts, staging and speaking. Discover how you can take your presentations to the next level of quality and impact.

"Oh, by the way...YOU'RE WELCOME!" Interacting and Communicating with Human Beings

31MK: Tue 8 - 9:15, B210, Miami Conv Ctr

Steph DeWaegeneer has been an active performer and workshop coach with ComedySportz for 17 years. She is a pioneer within the interactive theatre genre and has trained hundreds people in improvisational and interactive theatre. She experimented with integrating creative corporate communications with interactive theater and created Creative Conceptz for ComedySportz, one of the most sought after live entertainment solutions in Chicago.

This session is inspired in part by the Saturday Night Live sketch, Nick Burns - Your Company's Computer Guy. The reoccurring character of Nick is a caricature of the stereotypically condescending computer expert. "He'll fix your computer, and then he's gonna make fun of you". Nick Burns is the Systems Administrator for a large corporation, who is always on-call to support technical problems. He has minimal patience for the problematic computer users he has to help, and has a tendency to mock and berate them. Sound familiar?

Do you or your team of iSeries and OS/400 users approach troubleshooting a problem by rattling off instructions to the dim-wit user seated at the computer in confusing technical jargon, and quickly get fed up by their relative technical ineptitude? Do you then sit at the keyboard and fix the problem yourself, gloating at the relative ease of the solution? If, you answered, Yes. Then "Oh, by the way...YOUR WELCOME! is the session for you!

By the end of this session, attendees will be able to:

1. Create and sustain rewarding work-life relationships.
2. Remain open to others in the face of awkward judgments or criticisms.
3. Present information in a way that makes us most likely to be heard.
4. Empathize with associates whose actions tend to aggravate us.

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5. Connect with your co-workers and become a valuable resource for your company.

ID:510089

Level:

All

Course:

IT Professional
Development

Speaker:

Steph
DeWaegeneer
ComedySportz

F06 Miami Sessions: Thursday, 9/21/2006

Business Etiquette for iNerds

32MM: Tue 9:30 - 10:45, B212, Miami Conv Ctr

ID:510071

Level:

All

Course:

IT Professional
Development

Speaker:

Vanessa
Grose
IBM Corporation

You spend most of your time at COMMON learning how to interact with your i5/OS system. Have you ever thought, though, that sometimes it's easier to get along with your System i than it is to get along with some of your co-workers? Did it ever occur to you that your co-workers might be thinking the same thing about you?

If you take a little time to focus on developing courteous behavior, you can come a long way toward improving your relationships with your colleagues and enhancing your professional image.

This session offers you the chance to focus on your interpersonal skills and learn some business etiquette tricks to make you more successful at work, including:

1. Developing - and keeping - credibility.
2. Using electronic communication to your advantage.
3. Complaining without being a whiner.
4. Stopping, thinking, then doing!

Prof Dev: The Serious Business of HUMOR!

37MN: Tue 5 - 6, B213, Miami Conv Ctr

 **GOLD**
ID:150043

Level:

All

Course:

IT Professional
Development

Speaker:

Randall
Munson
Creatively
Speaking (R)

Randall Munson, founder of "Laugh at Work Week," and author of "HUMOR 101," spreads laughter across continents and corporations. A world-class speaker (who has spoken in more than 30 countries), he assists businesses and corporations throughout the world achieve their goals by incorporating humor into their workplace. He demonstrates how you can maximize your potential by effectively integrating the power of humor into your life. There is an unfortunate misconception in today's hard-driving business world that humor has no place in a serious business. To that we may say "Ha!" or better yet, "Ha ha ha!" Not only is it acceptable to have humor in the workplace, humor is essential to achieve maximum effectiveness.

Loosen your collar, kick off your shoes, and thoroughly enjoy yourself while Randall Munson, COMMON's most renowned speaker, best-selling author and professional clown, delivers this thought-provoking, laughter-evoking presentation about the importance of maintaining humor in your life and in your business.

By the end of this session you will be able to:

1. Reduce stress
2. Improve leadership and teamwork
3. Enhance your health
4. Experience the magic of laughter

Overcoming the Fear of Speaking!

35MN: Tue 2 - 3:15, B213, Miami Conv Ctr

 **SILVER**
ID:410180

Level:

Advanced

Course:

IT Professional
Development

Speaker:

Randall
Munson
Creatively
Speaking (R)

Do you find yourself speechless in front of an audience? You are not alone. Your fear and nervousness is a natural phenomenon - and one that you can overcome. This session will help you understand your fears and learn how to deal with them. Certified Speaking Professional, Randall Munson, will demonstrate specific, practical techniques that you can use to remove the fear of speaking from your Top Ten list of fears.

By the end of this session, you will be able to:

1. Recognize the cause of your fears.
2. Understand techniques to deal with your fears.
3. Prepare for speaking on any occasion.

F06 Miami Sessions: Thursday, 9/21/2006

Prof Dev: Untangled Talking and Power Listening

37MM: Tue 5 - 6, B212, Miami Conv Ctr

ID:490086

Level:
All

Course:
IT Professional Development

Speaker:
Robert Tipton
R.S. Tipton, Inc

What messages do you send and what impressions do you receive? Why is it when we think we are communicating effectively, the rest of the world gets the wrong information, or the wrong impression? Untangle your interpersonal communications! This session is designed to empower you with practical strategies to tremendously improve the effectiveness and quality of both your verbal and listening skills. Be a power talker and an active listener. Get your message across the first time, everytime.

Prof. Dev: You Want Me to Learn What?

37ML: Tue 5 - 6, B211, Miami Conv Ctr

ID:510204

Level:
All

Course:
IT Professional Development

Speaker:
Paul Tuohy
ComCon

Have you ever wondered why it is that some things are easier to learn than others? Why do you find programming languages easy to learn but spoken languages nigh on impossible to learn? Why can you master electronics but cannot master the basics of knitting?

In this session Paul Tuohy takes a humorous and magical look at the factors that influence the way we learn and why there is more to learning than simple reading a book.

Prof Dev: A Short B.L.A.S.T.: Building Leadership and Spontaneous Thinking

37MK: Tue 5 - 6, B210, Miami Conv Ctr

ID:500152

Level:
All

Course:
IT Professional Development

Speaker:
Steph DeWaegeneer
ComedySportz

Steph DeWaegeneer has been an active performer and workshop coach with ComedySportz for 15 years. She is a pioneer within the interactive theatre genre and has trained hundreds people in improvisational and interactive theatre. She experimented with integrating creative corporate communications with interactive theater and created Creative Conceptz for ComedySportz, one of the most sought after live entertainment solutions in Chicago.

No matter our area of expertise or specific profession, we all improvise. Everyday. We all deal with stress. Everyday. Can you count the number of times you've said, "I'm completely stressed out!" in the past week? The good news is that there are ways to reduce the negative impacts of stress. How? By embracing the power to found in positive responses; the "Yes, And!" principle.

In this fast-paced and exciting ComedySportz B.L.A.S.T. Corporate Workshop session Steph will work with some of the participants in a series of fun and funny exercises illustrating how to respond in a healthy and productive way to daily stress-inducing stimuli, rather than fight or flee. The ingrained stress response closes communication conduit and narrows focus. The theory of "Yes, And!" reveals the nature of genuine communication and how to inject playful mental associations into any situation.

I'm OUTSOURCED! - Risk To be Relevant or Choose to be Outsourced

43MP: Wed 11 - 12:15, B215, Miami Conv Ctr

 **ID:470101**

Level:
All

Course:
IT Professional Development

Speaker:
Robert Tipton
R.S. Tipton, Inc

Sometimes the best defense is a good offense... That is definitely true related to the issue of outsourcing -- including offshoring. Many IT jobs are in danger of being outsourced -- however, the average IT professional is doing little to prepare themselves one way or the other. Simply waiting for government intervention, or somehow hoping businesses will "wake up and stop doing it" are not good strategies. This session will examine the issue of establishing relevance for one's career, or for an IT department -- so that the issue of outsourcing can be examined objectively and rationally. This is a MUST SEE for all IT professionals concerned about the issue.

By the end of this session, attendees will be able to:

1. Calculate personal ROI and TCO.
2. Understand the risk / reward ratios related to outsourcing.
3. Develop a personal success strategy related to outsourcing.

F06 Miami Sessions: Thursday, 9/21/2006

Healing the Angel Within

44MI: Wed 12:30 - 1:45, A209, Miami Conv Ctr

 GOLD
ID:404000

Level:
All

Course:
IT Professional
Development

Speaker:
Robert Tipton
R.S. Tipton, Inc

Are you bombarded with messages telling you to protect yourself, buy different products, have the perfect life, work your abs, get on TV at all costs, get as much money as fast as possible? Are these the right goals? Have you ever asked yourself 'Is this all there is?'

The world has its darkness, but insulating and isolating yourself from life is not the answer. There are incredible resources of light available to each of us to help us bring hope to the world. All we need is to ask.

In this session, learn:

1. What touches and warms you deeply.
2. What enables you to reconnect with your internal angel.
3. How to find peace, power, and purpose.
4. How to regain passion and zest for life.

Magic of SELLING Technology!

45MN: Wed 2 - 3:15, B213, Miami Conv Ctr

 GOLD
ID:430218

Level:
Advanced

Course:
IT Strategy

Speaker:
Randall
Munson
Creatively
Speaking (R)

How to make your competition disappear! Whether you are selling technology products to major corporations, or selling your own organization on your need for new technology, the requirement is the same.

You must communicate business value to the decision makers in a clear, concise, and compelling way. After devoting more than two decades to the successful application of technology to business, Randall Munson has been named one of the "World's Greatest Business Mentors." This renowned world-class speaker and sales expert will share with you magic secrets to selling technical products and services from his best-selling book "Create the Business Breakthrough You Want" and "The Sales Coach II."

Technology companies across 6 continents turn to Randall to increase their sales. He shares his unique process to grasp, organize, and communicate complex and abstract products. That's why industry-leading corporations, such as IBM, depend on Randall to convey vital technical concepts and complicated product information to their top sales force and their largest customers around the world. He reveals how to lock your product concepts into your customer's minds in a way they will never, ever forget. Move your prospects from confusion to CONTRACT!

F06 Miami Sessions: Thursday, 9/21/2006

How To Be A Successful Independent Computer Consultant

45MH: Wed 2 - 3:15, B122, Miami Conv Ctr

ID:480096

Level:
All

Course:
IT Professional
Development

Speaker:
Charles
Guarino
Central Park Data
Systems, Inc.

More businesses are outsourcing IT tasks and projects in order to satisfy their IT requirements. This presentation will go into the realities of the independent consulting world. It will cover how to get in, stay in, and be a successful independent computer professional. We will explore tips, techniques, strategies, and the fun and freedoms of independent consulting.

By the end of the session, the attendee will be better able to:

1. Prepare to enter into the field of independent computer consulting.
2. Understand the how-to's of marketing, selling, setting up your office, accounting, getting and retaining clients, client relationships, running your consulting business, and working as a contract consultant.
3. Understand the value of networking and business partnerships, including IBM Partner World for Software.

If you are considering this career change, you should attend this open and honest session. The information provided will help you determine if this is a realistic career choice.

Success Through CREATIVITY and INNOVATION!

47MN: Wed 5 - 6:15, B213, Miami Conv Ctr

 **GOLD**
ID:150032

Level:
All

Course:
IT Professional
Development

Speaker:
Randall
Munson
Creatively
Speaking (R)

Best-selling author, Randall Munson, assists individuals and corporations around the globe to be more successful by capitalizing on the power of creativity and innovation. We were all creative when we were created but many of us have become less creative as we "grew up." Unleashing your creativity is vital for your personal and business success in this age of accelerating change. Named "One of the World's Greatest Business Mentors," Randall demonstrates, in a magical and entertaining way, how you can let your creativity emerge and apply innovation.

This session has been rated the 'Best of COMMON' in the USA, Europe, Japan and Australia -- Don't miss it!

In this session Randall Munson, founder of "International Creativity Month" and author of "CREATIVITY 101", demonstrates how you can DOUBLE your creativity.

Portrait of an Artist: Renoir

47MD: Wed 5 - 6:15, B116, Miami Conv Ctr

 **GOLD**
ID:402119

Level:
All

Course:
IT Professional
Development

Speaker:
Jim Sloan
Jim Sloan, Inc

The presentation is a slide show of the famous French impressionist Pierre August Renoir. Over 100 of his paintings are shown as well as a discussion of the art, Renoir's life, and the Impressionist period. Take a break from a diet of technical material and see a story of beauty and dedication.

F06 Miami Sessions: Thursday, 9/21/2006

Are You Listening to Others?

47MM: Wed 5 - 6:15, B212, Miami Conv Ctr

ID:430110

Level:

All

Course:

IT Professional Development

Speaker:

Conrad D.

Feldt

Itasca Computer Resources, INC

We all listen...or do we? In this session we will discuss the reasons why we communicate. Do you know how listening is different than the other forms of communication? As you grow within an organization your need for listening will also grow. We will discuss the techniques to be an effective listener. We will use tools to help demonstrate some of these points.

By the end of this session, attendees will be able to:

1. Know how listening is different than the other forms of communication.
2. Understand the importance of the Universal Listening Model.
3. Learn the use of basic techniques for effective listening.

Funny Computer Stories

56ML: Thu 3:30 - 4:45, B211, Miami Conv Ctr

ID:320015

Level:

All

Course:

IT Professional Development

Speaker:

Jim Rostis

National Forwarding Co., Inc.

Had a long week at COMMON? Done with tech sessions? Just want to kick back and relax? Want to share a FUNNY COMPUTER STORY?

Want to see an average guy, who has hosted FCS

for 15 years (30 COMMON Conferences), master of many things, a want to be guitar player, professional dad and grandpa, a stand-up (and sometimes sit-down) speaker, a certified lifeguard, best selling junk on ebay, traveler to many COMMON Conferences and owns and drives a 3 wheel car?

IF SO, ATTEND THE ORIGINAL, THE ONE AND ONLY, "FUNNY COMPUTER STORIES"

now at COMMON for over 15 years.

In this session:

- (1) Starts with a "FUNNY COMPUTER" slide show.
- (2) Speaker has a few Funny Computer Stories.
- (3) Attendees share their Funny Computer Stories.
- (4) Laugh, relax and enjoy the endless humor about our profession.
- (5) If you are a "SINGER" please let the speaker know. He needs your help with a "FUNNY COMPUTER SONG".

Get a Life!

52MN: Thu 9:30 - 10:45, B213, Miami Conv Ctr

 GOLD
ID:404586

Level:

All

Course:

IT Professional Development

Speaker:

Trevor Perry

Clear Technologies

Does work fill your life? Have you ever heard the term 'spare time' and wondered what it meant? Are you stuck in a rut and see little hope of change in the perceivable future?

Come to this entertaining and lively session to find simple and practical tools that will assist in refreshing your perspective. Learn how to change the balance of work in your life and put more life in your work.

In this session, learn:

1. Practical ideas of ways to add depth to your life outside of work.
2. How to enrich your life.
3. How to improve your productivity at work.
4. What steps you can take to refresh your perspective.

F06 Miami Sessions: Thursday, 9/21/2006

Funny Business!

56MN: Thu 3:30 - 4:45, B213, Miami Conv Ctr

ID:500153

Level:

All

Course:

IT Professional
Development

Speaker:

Randall
Munson
Creatively
Speaking (R)

Tired of mind-numbing technical presentations? Want to have more fun than the last time your eyes crossed from boredom? Want to see a master magician, business mentor, rock drummer, professional clown, corporate executive, stand-up comic, certified professional speaker, outstanding ventriloquist, sales expert, world traveler, best selling author, and founder of 'Laugh at Work Week' - all in one obviously very mixed up person?

IF YES
THEN (GO TO PRESENTATION)
ELSE DO
(LESSER THINGS)
UNTIL
(BRAIN SEIZES)

You'll have a great time. You'll discover how to make your business better. You'll be telling others what they missed. And you'll learn a magic trick you can perform for your own funny business!