

# LIFO<sup>®</sup> Method

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## CERTIFICATION WORKSHOP

This two-day workshop will certify you to use the *LIFO Method*, a foundational performance improvement method that provides strategies for greater personal productivity, increased influence with key people, and more effective teamwork. Also an effective coaching tool, it serves as the core performance improvement technology for a broad range of applications that can be easily integrated into any management or supervisory development program.

Participants in the basic certification workshop learn how to facilitate three essential training modules: Build Collaborative Teamwork, Break the Productivity Barrier, and Bridge the Communication Gap. Advanced applications include leadership, coaching, selling and influencing, and managing change.

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### Who Should Attend

Trainers, consultants, coaches, OD practitioners, and human resource managers who want to improve the performance of individuals, teams, and organizations.

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### Outcomes

Certification program participants will learn how to facilitate a variety of workshops powered by the *LIFO Method* that enable clients to:

- Inventory team strengths
- Utilize individual differences for greater collaboration
- Control excesses to avoid wasting time and resources or have a negative impact on others
- Overcome blind spots for more effective decision-making
- Get help from a broader range of people, to ensure a wider perspective in planning and solving problems
- Utilize a more versatile approach, to more effectively manage a wider range of people, problems, and opportunities
- Recognize other people's communication preferences, answer the key questions uppermost in their minds, and use communication strategies that lead to agreement and action.

**“Leaders, managers,  
and teams need to learn  
how to view their actions  
quantitatively—too much,  
too little, and just enough.”**

Stuart Atkins, Ph.D.  
Creator of the LIFO Method



## Special Features

- The LIFO certification workshop is designed to ensure that you develop expertise in teaching the developmental strategies and utilizing the training and coaching tools associated with the program
- As part of the certification process, you will experience the learning activities as a participant and practice facilitating key components of the program
- You will receive a comprehensive leader's guide with complete instructions on how to facilitate all the learning activities in the program
- You will be authorized to administer online LIFO Surveys and generate Strength Management® Reports for clients

## Coaching

Both during and after the certification workshop, you will be able to consult with the master trainer concerning your implementation plans and any specific application questions you may have.

## Prerequisites

No prerequisites are required.

## Workshop Agenda

### Day 1

- Administering and tabulating the LIFO Survey
- Building confidence and self-esteem
- Creating a more effective work environment
- Boosting productivity by controlling excesses
- Gaining a wider perspective by filling in blind spots
- Developing behavioral versatility

### Day 2

- Bridging the communication gap
- Developing communication congruence
- Improving team performance by managing group dynamics
- The fundamentals of performance coaching
- Leadership development, sales training, and other LIFO applications

## Quick Facts

Tuition	\$900
Length	2 days
Class Size	4-24
Locations	San Francisco, Los Angeles, New York; in-house certifications also available

Register online at [www.BConNetwork.com/register.html](http://www.BConNetwork.com/register.html)



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