

**CDI Texas 2019
Advanced
Agenda**

Take Steps to Boost Your Community & Economic Development Team's Performance

All sessions are held at Lone Star Community Building, Lone Star College System
5000 Research Forest Drive, The Woodlands, TX 77381

Instructor: Carol Johnson, Founder, Continuous Dialog

Wednesday, March 6 – High Performing Teams Align

7:30 – 8:30 a.m.	Registration/Breakfast/Photo	Foyer
8:30 – 9:00 a.m.	Introduction/Course Overview	Texas II
9:00 – 10:30 a.m.	Align and Harness the Power of Setting Clear Expectations <i>Align Your Team for the Next Prospect Visit</i>	
10:30 – 10:45 a.m.	Break	
10:45 – 12:00 a.m.	Align and Share Your Site Ready Proof <i>Chart Your Site Ready Proof for Your Top Sites</i>	
12:00 – 1:00 p.m.	Lunch	
1:00 – 3 p.m.	Align and Share Your Target Prospect/Industry Competitive Advantage <i>Create Your Target Prospect/Industry Tip Sheet</i>	
3:00 – 3:15 p.m.	Break	
3:15 – 5:00 p.m.	Align and Realize Your Strategic Goals <i>This 1-Page Helps Teams Realize Goals</i>	
5:00 p.m.	Dismiss	

Thursday, March 7 – Execute and Renew

8:00 – 8:30 a.m.	Breakfast	Foyer
8:30 – 9:00 a.m.	Review/Overview	Texas II
9:00 – 10:15 p.m.	Everyone has the Responsibility to Coach: Up, Down and Over <i>Applying the 3 Keys of Coaching</i> <i>What Needs to be Minimized and Elevated</i> <i>Coaching Across Silos and Organizations</i>	
10:15 – 10:30 a.m.	Break	
10:30 – 12:00 p.m.	Address Your Workforce Challenge <i>Emerging Issues and Impact to Talent Experts</i> <i>Ready, Set, Go and Present Your Workforce to the Prospect</i> <i>Who has Responsibility: State, Region, Local or Education and Workforce?</i> Steps to Manage Conflict <i>Self Assessing Your Active and Passive Style</i> <i>The Work You Do On Yourself</i> <i>Challenging Conversations</i>	
12:00 – 1:00 p.m.	Lunch	
1:00 – 2:15 p.m.	Build Your Team's Proactive Power <i>Proactively Cultivate Champions & Build Relationships</i> <i>Anticipating the Future</i>	
2:15 – 2:30 p.m.	Break	
2:30 – 4:30 p.m.	Commitment to Apply the Training and Next Steps <i>Agree on Next Steps, Ownership and Deliverables</i> <i>Share Key Learning and Commitment to Application</i>	
4:30 – 5:00 p.m.	Certificate Presentation	