



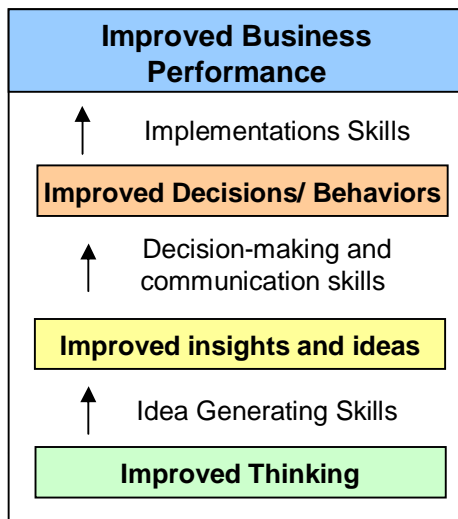
JOHN CANFIELD

Planning, Improvement Strategies, and Innovation

Keynote Speaker Profile

John Canfield is an experienced business executive and coach who has successfully led planning, improvement, and innovation initiatives in a wide variety of teams, organizations, and cultures.

John presents keynote addresses to help leaders and employees think about and handle a wide variety of work issues in more productive ways. John likes to talk about real issues and offer real solutions. In short, his approach to speeches is “less stuffy, more fun – less formal, more useful.”



John’s **Good Thinking Curriculum** is based on the fundamental strategy that improving thinking skills is the key driver to improving business performance

Thinking and intelligence are different. Intelligence is innate capability, and thinking is how you use it. As a skill it is improvable.

What differentiates great and not-so-great companies is how they think, and how they help all their employees learn to think more effectively.

If I really want to improve my performance, my best question is “What’s the best way to think about it?”

Topic Summaries: The topics listed below and on page 2 are all about thinking: learning to think more effectively and creatively to solve problems, create new alternatives, and improve your company’s performance.

■ Core Topic: Collaboration Skills - Resolving Conflict and Resolving Options:

Collaboration can be so much more than just assembling as a team to do work. Done poorly, collaboration results in half-baked ideas supported weakly by only a portion of the team’s members. Done well, the results are solid decisions supported enthusiastically by all of a team’s members.

Speed bumps and road blocks: The vast majority of team work improvement, and business in general, is conducted through meetings that include a wide variety of team members, personalities, and opinions. All too often these meetings are either slowed or become derailed by what many call conflict. Learning to think about and treat conflict as the discovery of a different point of view helps teams move past unnecessary personal and political noise and focus on the opportunity of having many options to choose from.

This presentation will help you develop approaches, skills, and confidence that allow you to move past unproductive conflict and work more effectively, taking full advantage of productive conflict.

Idea Generating and Decision Making Skills

	<i>Tactical</i>	<i>Strategic</i>
<i>Improve (Convergent)</i>	Process Improvement Skills	Strategic Planning
	Collaboration Skills	
<i>Innovate (Divergent)</i>	Creative Thinking Skills	Scenario Planning

- **Process Improvement:** Learn to identify and replace sources of waste with value-added process steps.
- **Creative Thinking Skills:** Learn to generate new ideas when you thought you couldn't think of any more.
- **Strategic Planning:** Create an operational planning document that guides company leaders and employees.
- **Scenario Planning – Consider Alternative Futures:** Learn to think about the future in a very productive way.

See introductory videos to these titles at www.youtube.com/canfieldgoodthinking

Decision Making and Implementing Skills

	<i>Current Projects</i>	<i>New Projects</i>
<i>One Project</i>	Project Management	Leading Change
	Collaboration Skills	
<i>Multiple Projects</i>	Leading Teams	Leading an Innovative Organization

- **Project Management:** Implement changes on an ongoing basis with teams who plan, manage, budget, track, and successfully complete company projects.
- **Leading Teams:** Initiate and support your organization's improvement teams.
- **Leading Change:** Learn new techniques to help you learn about and practice more effective ways to think about, and decide about, change and improvements
- **Leading an Innovative Organization:** Help for senior leaders who are or will be leading an organization that embraces innovation.

Delivery Options include keynote speeches, customized seminars, and facilitated meetings.

Recent Keynote Presentation Sites

Ann Arbor	Edison	Lansing	Springfield	Toronto
Atlanta	Grand Rapids	Los Angeles	Tampa	Troy
Bloomington	Green Bay	Madison	Thousand Oaks	Winnipeg
Cleveland	Holland	Memphis	Toledo	

Speaker Background

John earned his B.S. in Mechanical & Industrial Engineering from the University of Minnesota and his B.A. in Political Science and Psychology from Williams College. Prior to 1990 John was a Senior Engineering Manager for Intel Corporation and later the Director of Corporate Quality and Design Research for Herman Miller. To learn more about John please visit:

- Website www.johncanfield.com
- Article Series www.mibiz.com/goodthinking.asp
- LinkedIn www.linkedin.com/in/johncanfield

Testimonials from Keynote Audiences



■ Program Vice Presidents

“John is a very engaging and knowledgeable speaker. He delivered an energetic presentation filled with applicable examples, humor, and professionalism. He was well prepared.”

“As the person responsible for engaging John for our PMI event, I was very pleased with decision. From the multiple questions John had for me to understand the expected audience, to his well prepared presentation, professional demeanor and deep knowledge of the subject, John provided a training experience that kept his students engaged and left them eager to apply the tools they learned.”

“John Canfield was very well received by our Chapter. He has an engaging style and employs multiple modes of learning that make the class enjoyable, fast-paced, and knowledge-rich. We look forward to bringing John back to NE Wisconsin!”

■ Program Attendees

“John is a well prepared and interesting presenter. He gets involved with the audience and really connects with people. I have already applied what I learned in planning meetings and collaborating with key project stakeholders.”

“John was well prepared and professional, yet very personable; his ability to play off of the questions in the room and give real examples on the spot was amazing. I think that I am most impressed with the way that he is able to get a whole room of individuals that did not know each other at the beginning of the day working toward a common goal. He provides great exercises to take back to the work place. Lastly, when John says that you can contact him even after you attend one of his seminars, he is not kidding! He responded to my email within a short time and not only did he respond to my email, he took time to talk to me on the phone. He is interested in making others successful!”

■ Resolving Conflict/Resolving Options

Keynote Audience Members – APICS 2009 International Conference – October 6, 2009

Seventy attendees - Scoring 10:Very Satisfied, 1: Not Satisfied

Information provided take-home value for my work: 80% scored 9-10, 15% scored 7-8

Speaker knowledge of subject matter: 93% scored 9-10, 7% scored 7-8

Speaker presentation skills: 91% scored 9-10, 9% scored 7-8

I would recommend this session to a colleague: 95% responded Yes, 5% responded No

- A dynamic speaker who uses humor to illustrate points and keep the audience's attention.
- This was by far the best presentation I've gone to.
- Very energetic speaker. Good information. Enjoyed the information shared. Used a lot of humor to keep audience interested.
- Please bring him back! Knowledgeable, engaging, entertaining, useful knowledge.

