



Are you trying to increase revenue, boost productivity, or improve customer service? You're probably trying to do all three. EVERY ONE of these goals depends on the daily decisions made by those on your team. If you're having trouble getting people to think on their feet, you're not alone. Getting people to solve problems and think critically has become one of the top challenges among thousands of companies across the nation. Perhaps you're one of them.

Everyone likes to think they're a good critical thinker. But the reality is otherwise. Have you seen these behaviors?

- Failure to anticipate unintended consequences
- Hesitant to act without "checking in" first
- Not sure where to turn when the answer can't be found on Google
- Not being able to discern the larger context of a situation or problem
- Asking the boss, rather than taking initiative when confronted with the unexpected

Do these problems sound familiar? There's no shame in admitting these challenges exist within your organization. You've got LOTS of company.

Boost performance by building a *think-on-your-feet-workplace*. Common Sense Enterprises is ALL about helping organizations, like yours, to improve performance, increase revenue and add to the bottom line. We accomplish this via in-person, virtual and hybrid seminars, along with webinars, self-paced courses and small group coaching.

"You dazzled me even before you set foot at our event. If we could clone you on every topic, conference planning would have fewer headaches."

Leigha Schatzman, Assn. for High Technology Distribution

People in a "think-on-your-feet" workplace:

- Take initiative without asking for permission or approval.
- Work collaboratively with colleagues and customers.
- Think three and four steps ahead before acting on decisions.
- Make confident, independent decisions rather than relying on the boss for instructions.
- Become students of the inevitable mistakes and unexpected challenges.
- Celebrate others' work and accomplishments.
- Embrace the organization's mission and goals.
- Actively participate in the culture by making suggestions and constructive comments.
- Take calculated risks, knowing that the boss has their back.
- Pursue personal development in order to mature as critical thinkers.
- Genuinely trust those around them to work for the common good.

Attend this session and get your team to:

- Take initiative without asking for approval or permission when they are unsure what to do next.
- Make a habit of “thinking outside the screen” for answers and resources.
- Anticipate possible obstacles when making decisions rather than being surprised by the unexpected that could have been predicted.
- Make confident decisions without relying on the boss for instructions.
- Learn collaboratively from mistakes and unexpected obstacles that arise on any job.
- Take time to recognize the accomplishments of others to build a sense of support and trust.
- Make suggestions and provide constructive comments that help everyone.
- Take the calculated risks that come with any job without retreating into “safe decision syndrome.”
- Invest time in personal development to grow as a critical thinker.
- Work for the common good and embrace the teamwork critical to a think-on-your-feet workplace.

Industry Clients Include

University of Innovative Distribution
National Association of Wholesaler-Distributors
International Sanitary Supply Association
Association for High Technology Distribution
Wholesale Florist & Florist Supplier Association
Power Transmission Distributors Association
Industrial Supply Association
International Sealing Distributors Association
Association for Hose and Accessories Distribution
NIBA The Belting Association
American Supply Association
Specialty Tools and Fasteners Distribution Assn.
Power Transmission Distributors Association
Fluid Power Distributors Association
Material Handling Equipment Dealers Association

What Others Are Saying

"You definitely struck a chord with the audience. Excellent Job!" Georgia Foley, Specialty Tool & Fasteners Distributors Association

"Thanks Bob. Wonderful Job!" Kathy Newton, University of Innovative Distribution

"You have a great sense of humor and are wonderful to work with. And I will know who to call the next time my keynoter can't make it!!" Gina Bollinger, Wholesale Distributors Association

"You did exactly what we asked - impart actionable information to help our members address the changing needs of the workforce." Kathy DeMarco, Fluid Power Distributors Association

"Your presentation was one of the highlights of the program. We look forward to working with you again." Corine Fox, National Association of Wholesaler-Distributors

How to Build a Think-On-Your-Feet Workplace

can be delivered as a virtual, hybrid or in-person interactive seminar of any length of up to four hours. It can also be delivered as a webinar of up to two hours. A self-paced version of this course will be available later in 2022.

**Planning a meeting or know of an event
where this topic would be a good fit?**

Let's connect about the possibilities!
bobw@commonsenseenterprises.net

1-800-227-5510