



## THINKING FOR RESULTS<sup>®</sup> TRAINING

*Do you struggle to find effective and efficient solutions to projects and problems? Do you find yourself working harder, but not moving forward? Do all the new solutions you try seem to produce the same old results? Do you feel stymied, frustrated, and stuck? Do your efforts at change and improvement fall short? You are probably great at doing—or “executing”—but maybe you need help in thinking for results!*

### WHAT IS “THINKING FOR RESULTS”?

Everything we do is driven by the way we think—how we process information and act on our perceptions of the world around us. Unfortunately, we often fail to recognize that our thought processes coupled with our past experiences can hold us captive. The result is that we stay stuck in our “*stinkin’ thinkin’*.” So we struggle, not just to observe our own thinking, but also to recognize and learn how to think differently so we can get different results.

### MENTALWORKS: THINKING FOR RESULTS<sup>®</sup> TRAINING

*Thinking for Results*<sup>®</sup> was created for people who want to improve results in their personal and professional lives. Through this training, you will learn to approach and improve problem-solving and decision-making from what may be a very different perspective. Improve the way you think, and you enhance your innovation and creativity, skills needed to address the ever-increasing challenges and problems that pervade today’s business environment.

Given the speed of change, individuals, teams, and organizations can ill-afford to suffer from analysis paralysis, an inability to adapt, or outdated thinking that solved problems 30 years ago. Learning how we think and stopping to assess the accuracy of our thinking impacts our capacity to adapt, change, and improve in any situation.

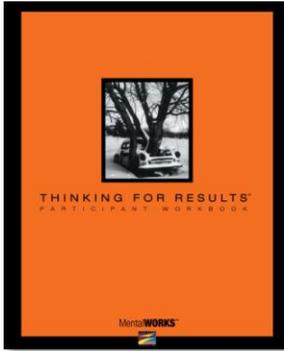
**“Stuck?!”**  
*Increase your ability to innovate and solve critical problems!”*

**DialogueWORKS**

**1.801.491.5010**

[www.dialogueworks.com](http://www.dialogueworks.com)

[info@dialogueworks.com](mailto:info@dialogueworks.com)



*“MentalWORKS is world class! Improving my thinking has led to increased innovation and results.”*

Director,  
Lockheed Martin

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## WHAT WILL YOU LEARN?

This training will help you, your team, and your organization find new and innovative approaches to any “thinking” challenge by increasing your skills and ability to:

- Understand and analyze the intricacies of complex problems that impact competition, cause resistance to change, and foster uncertainty.
- Identify those thinking patterns that hinder success.
- Recognize the inaccurate or incomplete assumptions and paradigms that underlie your current approach to solving problems and that lead to missed deadlines, endless rework, poor results, and growing frustration.
- Learn to defuse the emotional component in competitive team environments, instead creating harmony and identifying workable solutions.
- Apply a systematic development plan to identify, create, assess, and implement a plan of action to achieve results.
- Generate more complete and innovative solutions to increase efficiency and improve collaboration.
- Learn to practice and apply a Learning Model which addresses five critical skills to enhance discovery and increase awareness vital to making more effective decisions and solving problems.
- Recognize and analyze the repetitive and often unobvious intricacies in complex problems.
- Identify and prioritize criteria for making decisions that often suffer from analysis paralysis.

## WHO NEEDS THIS TRAINING?

**MentalWORKS: Thinking for Results®** training is for any individual, team, or organization that suffers from recurring challenges and problems.

Does your organization persist in solving problems “the way they’ve always done it?” Or is the organization challenged by constant rework, inefficiency, ongoing customer frustration, or spending its resources for less-than-desirable results? Do teams or individuals constantly reject ideas that are different from their own, engage in endless debate, avoid making decisions or argue about competing priorities? Do you find yourself working harder and harder, only to get further behind? Do you keep getting the same results? Do you have little time to think, gather data, and plan because you’re challenged to “just get it done?”

If this describes how you work, you need **Thinking for Results®!**

## WHAT’S NEXT?

If you, your team, or your organization struggles to adapt to change, create innovative solutions, solve problems efficiently, or make decisions deliberately, timely, and effectively, then **Thinking for Results®** training is for you. Call 1-801-491-5010 or e-mail us at [info@dialogueworks.com](mailto:info@dialogueworks.com).