



Video Trainings

21 Categories

Contact Helen Whelan

Phone: (212)721-0910

Email: hkwhelan@gmail.com

Leadership

Videos demonstrate leadership skills and traits as shown through famous leaders (Jack Welch, polar explorer Ernest Shackleton, Richard Branson). Also, leadership skills are shown: how to avoid favoritism and provide empowered feedback (Marshall Goldsmith); listening for new ideas and perspective (eBay's Omidyar).

Sir Ernest Shackleton -Ultimate Leadership (5:34) Trying to win but there are so many setbacks or delays? Faced failure? Polar explorer Ernest Shackleton never made it to the South Pole. He created a greater success. He saved 28 men after being stranded in Antarctica for nearly two years. In fact, 8 of those men signed up again when Shackleton attempted another expedition. Here are the leadership skills he employed. **Tags:** vision, leadership, team morale, communication, failure, setbacks, goals

Jack Welch (2:17) Former CEO and Chairman of GE. Welch is considered one of the best business leaders of the 20th century. He explains the role of a leader. **Tags:** leadership, change, decision making, choice, management, strategy, self confidence, motivation

Richard Branson (2:26) Virgin founder and CEO on risk, learning and failure. Branson says it's all about learning from your mistakes and using them to succeed. **Tags:** entrepreneurs, risk, learning, leadership, failure, success, innovation, setbacks, vision

Anita Roddick (1:54) Founder of the Body Shop, Anita Roddick, on showing your team your passion for your goals and tapping into their passion. What happens when you need to lead a group through some tough times? Are they going to follow you? If you are authentically passionate about your goals and you show your team how much you care... anything is possible. Anita Roddick, the founder of the Body Shop, did just that with her care of the environment and determination to help disadvantaged groups through her business. **Tags:** leadership, passion, motivation, team, vision, sustainability, social causes.

Andy Grove (7:00) How do we manage risk or make decisions under pressure from the competition? Intel founder Andy Grove uses his personal experience of survival (from the Nazis, Russians and prostate cancer) and professional survival (investing in microchips before the PC was ubiquitous) to explain how to manage risk. **Tags:** risk, leadership, operations, decision-making, competition, listening, self awareness, innovation, vision, change

Madame CJ Walker (5:22) Facing obstacles with your business? Don't think you have what it takes? Don't have enough money? Education? Madame CJ Walker faced all of this and more. One generation out of slavery and living in poverty, CJ Walker emerged as a turn of the century successful business woman who taught other women self-respect. **Tags:** confidence, motivation, women, resilience, entrepreneur

Marshall Goldsmith Avoid Favoritism (4:02) Are you surrounded by "yes wo/men"? Are you getting the information you need? Is morale low? Marshall Goldsmith explains how you can spot suck ups and create a level playing field. **Tags:** leadership, feedback, teams, morale, motivation, communication

Pierre Omidyar (2:31) Where do you get your best ideas? Are you exposing yourself to the best sources? eBay founder Pierre Omidyar explains how diversity propels creativity and innovation. **Tags:** diversity, listening, communication, entrepreneurs, innovation

Giving Feedback (Marshall Goldsmith)(3:22) How can you be a better manager, boss, leader, team member? How can you create buy-in? Executive coach Marshall Goldsmith, who has worked with nearly 100 Fortune 500 CEOs and their teams explains how. **Tags:** teams, leadership, feedback, communication

Teams

These videos share wisdom from well-known team builders. Communicating effectively with your team (Dennis Conner); the role of listening (Ben & Jerry), clarity around goals (Bill Bradley) and how leaders can buffer teams through good and bad times (Steve Case) are some skills explored here.

Bill Bradley (2:25) Presidential candidate, US Senator and star NBA basketball player on individual versus team success. **Tags:** leadership,teams,competition, attitude, motivation

Dennis Conner (3:23) How do you create a great team? Who do you hire? What do you do when they're making mistakes? 4 times America's Cup winner Dennis Conner provides tips on selecting the right team members and how to communicate with them under high stress situations. **tags:** teams, communication, attitude, leadership, commitment

Ben&Jerry (2:31) Is your team innovating? Are they taking the necessary risks? Are they communicating or blaming? The creation of Ben & Jerry's ice-cream is an example of creating a team that listens to each other, has fun and innovates successfully. Here's how. **tags:** team,entrepreneurs,innovation,communication,vision

Expand Your Influence - Stephen Covey (2:45)Want to generate more ideas with your team? Need to find more balance in your life? Stephen Covey offers these great tips on how to expand your circle of influence. **Tags:** balance, stress, priorities, productivity, leadership, communication

Steve Case (1:50)AOL founder Steve Case on building and maintaining team strength through good times and bad times. **tags:** teams, leadership, communication, challenges, technology, change

Marshall Goldsmith Feedforward(3:45)Want to improve the quality of your teamwork? Don't want to spend a lot of time? Marshall Goldsmith tells how to do this in an easy fun way. **Tags:** feedforward,feedback,teams,leadership,communication,productivity, behavior change

Ernest Shackleton (5:32) Ernest Shackleton demonstrated leadership and team skills that saved all 28 men who followed him in his quest to reach the South Pole. They were shipwrecked for 22 months and never reached their goal..the South Pole. Shackleton lost none of his team and even found 8 men signing up again for his next quest. **Tags: vision,** leadership, team,morale,communication,failure, setbacks, goals

Welch Teams (2:56) Want to create a high performing team? Figuring how to motivate them? Jack Welch, who led GE for nearly 20 years, believed in taking care of the best performers or setting the bar. Here's his take on creating winning team. **Tags:** teams,leadership,competition, attitude, performance, management

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Decision-making

What is the basis of making a good decision? These videos show how various entrepreneurs make their decisions and experts explain our choices and options, even how our brain works so we're conscious and can choose our reactions.

Our Brains & Communication (4:14) Are you aware of how you're communicating with others? Are you reactive? Can you control your responses? Mathew Fox explains our three types of brains and how to choose your response. **Tags:** communication, teams, wellness, self awareness, decision making

Steve Case (3:14) Are you connecting the dots and seeing all the opportunities for your business? AOL founder, Steve Case, explains how he makes his decisions and innovates through listening, observation and feedback. **Tags:** communication, teams, decision making, innovation, entrepreneur, leadership

Stephen Covey Power of Choice (2:55) Can we make the changes we need to succeed? How important are our choices? Author of "The Seven Habits of Highly Effective People", Stephen Covey, says our choices determine how effective we will be as a leader and in life. **tags:** change, leadership, decision making, self awareness

Sam Walton (8:05) Considered one of the top entrepreneurs of the 20th century, Sam Walton built the world's largest discount retailer by focusing on rural communities, passing on low costs and abundant choices to customers through razor sharp inventory management. **tags:** entrepreneurs, vision, innovation, operations, retailing, decision making

Stephen Covey: Decide What matters Most (2:58) Don't have enough time? Are you constantly putting out fires but not feeling productive? Stephen Covey explains how to make smart decisions to save you time. **Tags:** decision-making, management, productivity, priorities, decision-making

Andy Grove (2:18) Wonder how to make the best decisions when you're under pressure? Intel co-founder Andy Grove on how he makes decisions, senses change and reacts to risk. **Tags:** risk, decision-making, competition, innovation, entrepreneur, listening

Become a change Catalyst -Covey (1:44) Want to expand your options? Control your temper? Stephen Covey explains how slowing your reactions and controlling your "appetites" or wants will expand your options under pressure. **Tags:** change, leadership, choice, character, wellness, emotions, passion

Michael Dell (6:05) Do you see the opportunities around you? Are you noticing the gaps where there's a big opportunity? The founder of Dell Computer saw the big gap between the cost of the guts of a computer and the final product. He saw the opportunity in selling directly to consumers, saving time and money. Insights into how he makes decision are explored here. **tags:** entrepreneur, dell, operations, decision making

Andy Grove (1:10) Intel cofounder Andy Grove on leading through the unknown..before you have results and success. **Tags:** communication, risk, decision making, change, confidence, leadership

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Examples of Great Customer Service

These videos show the different ways companies have succeeded through their focus on the customer. Instead of just saying they care about customers, these companies innovated and figured out how to use feedback from customers to create great new products and services and change the status quo in their industries. There are gems here that can get your team thinking on how to follow and anticipate the needs of customers to create a vibrant business.

Starbucks' Howard Schultz - The Romance of Coffee (5:02) The founder of Starbucks on how he followed the lead of coffee customers in Europe. He created an empire built on creating community and a relationship with customers around the romance of coffee. **Tags:** Schultz, starbucks, customer service, retailing, entrepreneur, vision, persistence, winning, success, retail, customers

Charles Schwab - Empowering Investors (4:11) Charles Schwab built a financial powerhouse designed to help individual investors. He focused on providing customer service: 24 hour phone support, low brokerage commissions and the ability to trade online at any time. **Tags:** innovation, customer service, Starbucks', retailing

Intel's Andy Grove - Listening to Customers (2:17) Intel's Andy Grove is known for his survival skills by listening to his customers, competition and studying the data for trends. He's made tough choices that have saved his company many times. **Tags:** customer service, Intel, Grove, decision making, competition, technology

Wal-Mart's Sam Walton- Distribution & IT (5:23) The genius of offering bargain basement prices and serving customers in rural locations was just one of the brilliant strokes of Sam Walton. Wal-Mart also uses IT and inventory management to know what customers want and to save them money. **Tags:** Walton, Wal-Mart, retailing, customer service, entrepreneur,

Mc Donald's Ray Kroc - Consistency (9:43) Ray Kroc was a salesman, savvy to the needs of customers. He discovered and grew McDonald's to serve suburban customers who wanted cheap, fast food that was consistent and predictable in quality. **Tags:** customer service, Kroc, leadership, entrepreneur, McDonald's, sales

Michael Dell -Direct Selling (6:05) Do you see the opportunities around you? Are you noticing the gaps where there's a big opportunity? The founder of Dell Computer saw the big gap between the cost of the guts of a computer and the final product. He saw the opportunity in selling directly to consumers, saving time and money. Insights into how he makes decisions are explored here. **Tags:** entrepreneur, computers, opportunities, listening, decision making, technology

Virgin's Richard Branson - Brand(6:25) Wondering whether you should take that risk? Do you want to start your own business or another division? The importance of brand. Virgin founder, Richard Branson, who has created over 300 businesses, some successful some not, on risking, failing and learning. **Tags:** failure, entrepreneur, risk, branding, leadership, learning, retailing, airlines, virgin

Marshall Goldsmith Effective Leadership Skills

Executive Coach Marshall Goldsmith provides guidance on *Feedforward*, a fun way to get buy-in and give feedback. He also gives specific coaching on how to gain the commitment of our team and make behavioral change to succeed and empower those around us.

Behavior change (1:16) Did you just get promoted? Do you have more people to manage? Executive coach to nearly 100 Fortune 500 CEOs and their teams and best selling author, Marshall Goldsmith, discusses the behavior change needed to become a better leader. **Tags:** feedback, communication, behavior, change, leadership

Adding Too Much Value (1:44) Marshall Goldsmith on how leaders can hurt commitment with suggestions and comments. **Tags:** winning, marshall goldsmith, leadership, behavior, communication, decision-making

Ask for Feedback (3:23) How can you be a better manager, boss, leader, team member? How can you create buy-in? Executive coach Marshall Goldsmith, who has worked with nearly 100 Fortune 500 CEOs and their teams explains how. **Tags:** communication, leadership, feedback, listen, change

Avoiding Favoritism (4:03) Are you surrounded by "yes wo/men"? Are you getting the information you need? Is morale low? Marshall Goldsmith explains how you can spot suck ups and create a level playing field. **Tags:** communication, teams, leadership, decision making, managing

Feedforward (3:45) Want to improve the quality of your teamwork? Don't have a lot of time for feedback? Need to make it more enjoyable instead of a dreaded "have to." Marshall Goldsmith tells how to do this in an easy fun quick way. **Tags:** communication, teams, decision making, innovation, entrepreneur, leadership, feedback, coaching

Winning Too Much (2:29) How leaders can boost commitment by refraining from adding their opinions and suggestions. **Tags:** communication, teams, innovation, entrepreneur, leadership, commitment

Avoid Destructive Comments (2:41) Executive Coach and best-selling author Marshall Goldsmith on how to break the habit of gossip and destructive comments that destroy morale and teams. **Tags:** comments, marshall goldsmith, gossip, communication, attitude

Time Management

Overwhelmed? Stressed? More projects, changes, doing more with less. How can you manage your time better? Here are videos about how to self manage, prioritize and relieve stress from too much to do in too little time.

Stephen Covey: Decide What Matters Most (2:59) Don't have enough time? Are you constantly putting out fires but not feeling productive? Stephen Covey explains how to make

Time Management through TEA (5:28) How to manage overwhelm, stress and demands on your time. It's all about the "TEA". Watch Dr. Sharon Melnick explain the best way to manage

Ann Bancroft & Liv Arnesen on Endurance (4:08) How do we treat others and ourselves when we're stressed, tired or frustrated? Polar explorers Ann Bancroft and Liv Arnesen trained and attempted to be the first women to cross Antarctica. The training was grueling. They provide these tips for communicating and working as a team through trying times. Tags:

Dennis Conner Teams(3:24) Does your team have the right attitude? Are they committed to their jobs? Four- time America's cup champion Dennis Conner describes what it takes to create a winning,

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Relieve Stress at Your Desk (4:56) Author and fitness coach, Jon Giswold, on simple

Andrew Weil on Meditation (2:58) Feeling stressed? Not thinking clearly? Best-selling author Andrew Weil explains the benefits of meditating.

Diversity

Diversity is what makes us stronger. Different races, religions, sex, sexual orientation, cultures all make us unique. It's that very uniqueness that is our strength and when combined with others creates great teams. These videos show examples of fierce women who made a

Mary Kay Ash: Decide What Matters Most (5:49) Boost someone's self-esteem and you've unlocked the genie...or giant within. Anything is possible. Learn from this example of Mary Kay who did just that for countless number of housewives. She literally wrote the book on good

Madame CJ Walker (5:22) Facing obstacles with your business? Don't think you have what it takes? Don't have enough money? Education? Madame CJ Walker faced all of this and more. One generation out of slavery and living in poverty, CJ Walker emerged as a turn of the century successful business woman who used her uniqueness as an African American woman

Anita Roddick (1:54) Founder of the Body Shop, aligned her business goals with protecting the environment and helping the less fortunate. She motivated her team by showing her passion and tapping into their motivation. What happens when you need to lead a group through some tough times? Are they going to follow you? If you are authentically passionate

Ann Bancroft & Liv Arnesen on Endurance (4:08) Two extraordinary middle-aged polar explorers who attempted to cross Antarctica. They teach us how important it is to communicate our needs and stay positive in times of high stress. Tags: communication, teams, goals,

Unwritten Rules (2:25) We all have beliefs based on where we were raised, our cultural background, religion and sex. Often, we assume the world or others should play by our rules. But, what if everyone takes that position? This video asks the questions to unearth our motivations and to get us thinking about our beliefs and hidden agendas. What motivates each

Pierre Omidyar (2:31) Where do you get your best ideas? Are you exposing yourself to the best sources? Are you hearing diverse points of views that represent your employees and customers? eBay founder Pierre Omidyar explains how listening to diverse points of view

Ben&Jerry (2:31) **It's easy to rule out or ignore those who are different from us or those we perceive aren't as strong as us. Maybe they're disabled, older or foreign. Are we asking for their input? Listening to what they have to say or are we blaming them?** The creation of Ben & Jerry's ice-cream is an example of how a perceived weakness became a

Bill Bradley (2:25) Presidential candidate, US Senator and star NBA basketball player on individual versus team success. The stronger the team, the better we succeed. That only comes about with respect and support for each member of the team. Tags:

Communication

Videos on how to communicate under pressure or when you're leading into the unknown (Andy Grove). Also, videos show how to give feedback (Marshall Goldsmith) and the importance of listening to generate great ideas and morale.

Expand Your Influence - Stephen Covey (2:45) Want to generate more ideas with your team? Need to find more balance in your life? Stephen Covey offers these great tips on how to expand your circle of influence. **Tags:** balance, stress, priorities, productivity, leadership, communication

Our Brains & Communication (4:14) Are you aware of how you're communicating with others? Are you reactive? Can you control your responses? Mathew Fox explains our three types of brains and how to choose your response. **Tags:** communication, teams, wellness, self awareness, decision making

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Andy Grove (2:18) Wonder how to make the best decisions when you're under pressure? Intel co-founder Andy Grove on how he makes decisions, senses change and reacts to risk. **Tags:** risk, decision-making, competition, innovation, entrepreneur, listening, communication

Effective Communication Skills (3:10) Communication styles originate from what we value most. We might value productivity and organization or creativity or relationships. Executive coach Stuart Gelles explains how we can more effectively communicate with each other by understanding different styles. **Tags:** communication, eq

Competition

Competition is far more than winning. Winning at what? Does your team know? Do you have a high performer who's a lone ranger, succeeding at all costs, including the team's? Video examples of "how to" compete through clear communication (Welch), shared values on a team (Bradley), taking risks (Branson) and priorities (Covey).

Welch Teams (2:56) Want to create a high performing team? Figuring how to motivate them? Jack Welch, who led GE for nearly 20 years, believed in taking care of the best performers or setting the bar. Here's his take on creating winning team. **Tags:** teams, leadership, competition, attitude, performance, management

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Branson (6:24) Wondering whether you should take that risk? Do you want to start your own business or another division? Virgin founder Richard Branson, who has created over 300 businesses, some successful some not, on risking, failing and learning. **Tags:** leadership, innovation, risk, failure, success, entrepreneurs, competition

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Thomas Watson (4:10) What do you do when you have a very profitable business but you see new opportunities? What happens when you have resistance to new thinking? Thomas Watson, Jr., who propelled IBM through enormous growth, used contention management and a bold vision to succeed. **tags:** teams, management, vision, innovation, leadership, competition, operations

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Thomas Edison (7:00) Creator of the electric light bulb, the phonograph, moving pictures and over 1000 patents, Edison believed in marketable innovation and setting up an R&D system to leap frog the competition. **Tags:** innovation, operations, entrepreneur, competition, vision, risk

Andy Grove (1:10) Intel cofounder Andy Grove on leading through the unknown..before you have results and success. **Tags:** communication, risk, decision making, change, confidence, leadership

Stephen Covey: Decide What matters Most (2:58) Don't have enough time? Are you constantly putting out fires but not feeling productive? Stephen Covey explains how to make smart decisions to save you time. **Tags:** decision-making, management, productivity, priorities, decision-making

Innovation

These videos are grouped around the idea of innovation. Great inventors are profiled and show how they set up systems to innovate. Some listened to their colleagues (Ben & Jerry), others set up competitive team situations to foster new ideas (IBM's Watson), still others set up an R&D system to generate ideas (Edison).

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Henry Ford (7:21) Henry Ford failed twice as an entrepreneur. He eventually succeeded and used the mass production techniques of a meat packing plant to figure out how to make cheap, high quality cars. **Tags:** operations, innovation, vision, entrepreneur, failure, risk, leadership

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Charles Schwab (6:59) How do you innovate? How do you make a vision a reality? How do you replace the dominant players? Charles Schwab did just that when he created a huge discount, online brokerage business. **Tags:** vision, innovation, entrepreneur, ethics

Ideas: Marshall Goldsmith (1:44) Are you killing good ideas and don't know it? Here's a tip from executive coach, Marshall Goldsmith, to help keep the commitment high and the ideas flowing. **Tags:** leadership, communication, feedback, innovation, ideas, commitment, behavior change

Michael Dell on Opportunities for Innovation(6:05) Do you see the opportunities around you? Are you noticing the gaps where there's a big opportunity? The founder of Dell Computer saw the big gap between the cost of the guts of a computer and the final product. He saw the opportunity in selling directly to consumers, saving time and money. Insights into how he makes decision are explored here. **Tags:** decision making, entrepreneur, vision, operations, innovation

Guidelines for Creativity (Chic Thompson)(1:11) Need to find a new solution to an old problem or spur creativity. Chic Thompson, author of "What a Great Idea!" says the first step is to ask why. **Tags:** creativity, innovation, brainstorming

Pierre Omidyar (2:31) Where do you get your best ideas? Are you exposing yourself to the best sources? eBay founder Pierre Omidyar explains how diversity propels creativity and innovation. **Tags:** communication,innovation,entrepreneur, leadership

Unwritten Rules (2:25) What motivates each of us? What does work mean to you? What unwritten rules do you play by? Just asking the right questions can create communication and innovation. **Tags:** communication,teams,self awareness, motivation, innovation, attitude

Risk

How do we manage risk, especially when so much of it is uncontrollable? These videos show how some successful business leaders managed risk, often, after failing multiple times. As Intel's Andy Grove says, the risk of not taking action is as great as the risk of taking action. That's because change is constantly happening - in your business, economies, workforce. etc.

Richard Branson (2:26) Virgin founder. Looking for new ideas? Is your team ready to take risks or are they frozen, afraid of failure. Virgin founder Richard Branson gives his take on failure and risk.

Tags: risk,competition,innovation,leadership,brand

Ernest Shackleton (5:32) Ernest Shackleton demonstrated leadership and team skills that saved all 28 men who followed him in his quest to reach the South Pole. They were shipwrecked for 22 months and never reached their goal..the South Pole. Shackleton lost none of his team and even found 8 men signing up again for his next quest. **Tags:** vision, leadership, team,morale,communication,failure, setbacks,goals,risk

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Mary Kay Ash (5:50)Boost someone's self-esteem and you've unlocked the genie...or giant within. Anything is possible. Learn from this example of Mary Kay who did just that for countless number of housewives. She literally wrote the book on good management practices, smart marketing and much more. **tags:** risk,entrepreneur,women,self esteem, motivation

Andy Grove (1:10) Intel cofounder Andy Grove on leading through the unknown..before you have results and success. **Tags:** communication, risk, decision making, change, confidence, leadership

Resilience/Setbacks

Experiencing layoffs, bad economies, failed product launches, not achieving your goals can actually be a staging zone for further success. This is where resilience comes in. How do you handle a setback? Do you crumble or figure an alternative path to success? Do you look at yourself as billionaire Jim Clark did, to find out if it's you? These videos show some highly successful people and how they dealt with failure on the road to success.

Howard Schultz (2:05) Do you feel like you can't get yourself arrested? Are you facing setbacks? Rejection? Starbucks' entrepreneur, Howard Schultz, was rejected for a job from Starbucks for a year. When he did get a job, his marketing savvy and vision for coffee bars didn't sit well with the original owners who believed their business was just about "the beans." Schultz won out and says it was because of persistence. **Tags:** vision, character, setbacks, attitude, persistence, entrepreneur

Women Polar Explorers (3:28) Do you have a goal but haven't achieved it yet? Don't feel successful? Worried about failure? Ann Bancroft & Liv Arnesen wanted to be the first women to cross Antarctica. They didn't make it. But, when they reflected on the experience they felt anything but failure. **tags:** failure, success, attitude, goals

Jim Clark - self awareness (2:14) Think self awareness is just self-help nonsense? Think you only need to be smart or skilled to succeed? Netscape and Silicon Graphics founder and billionaire Jim Clark talks about how his lack of self awareness derailed his career and personal life. Clark is profiled on the change he needed to make to succeed professionally and personally. **Tags:** self awareness, entrepreneur, vision, change, setbacks, failure success

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Bitter or Better - Mark Leslie (2:05) Why is one successful and another fail? How do you react to a failure? The founder of a successful software company, Veritas, failed in his first venture. **Tags:** self awareness, failure, change, choice

Howard Hughes (7:30) Aviator, movie mogul, gambling boss -- all names fit Howard Hughes, who repeatedly achieved the impossible. However, with all this success, he faced enormous failure and loneliness. **Tags:** vision, entrepreneur, failure, success, risk

Resilience Bill Bradley (0:50) Whether losing a presidential race or your job, you can choose how to react. That will form the basis of how you move on toward success. **Tags:** failure, resilience, setbacks, character, challenge

Change

Videos deal with the many facets of change: how to make change happen (Covey-become a change catalyst) (Marshall Goldsmith - behavior change): how to manage change (Andy Grove): knowing when change is needed (John Wood, Jim Clark).

Stephen Covey Power of Choice (2:55) Can we make the changes we need to succeed? How important are our choices? Author of "The Seven Habits of Highly Effective People", Stephen Covey, says our choices determine how effective we will be as a leader and in life. **tags:** change, leadership, decision making, self awareness

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Dennis Barsema -change (1:27) Afraid of change? Often, people think of change as a negative. But, for others it's a self-motivated move to make their world better. First, you have to be accountable. **Tags:** change, accountability, self awareness, attitude, motivation

Changing life path (John Wood) (2:25) Are you see the signs? Can you feel the need to change. Very often, it's positive. In this example, Microsoft business developer John Wood was on vacation trekking in Nepal when he was asked to help get books for the children to read. From then on he was smitten. **Tags:** change, motivation, self awareness

Jim Clark - self awareness (2:14) Think self awareness is just self-help nonsense? Think you only need to be smart or skilled to succeed? Netscape and Silicon Graphics founder and billionaire Jim Clark talks about how his lack of self awareness derailed his career and personal life. Clark is profiled on the change he needed to make to succeed professionally and personally. **Tags:** self awareness, entrepreneur, vision, change, setbacks, failure success

Andy Grove (2:18) Wonder how to make the best decisions when you're under pressure? Intel co-founder Andy Grove on how he makes decisions, senses change and reacts to risk. **Tags:** risk, decision-making, competition, innovation, entrepreneur, change, listening

Making a Difference John Wood (2:17) What's your passion? How do you want to contribute? Books for Nepal, started by John Wood, helps young girls in Nepal to get an education. **Tags:** motivation, passion, self awareness, attitude, change, social consciousness

Marshall Goldsmith How to Build on Your Goals(3:40) Executive coach Marshall Goldsmith on how to build on your goals on a daily basis. **Tags:** motivation, goals, happiness, self awareness, accountability, communication, relationship

Steve Case (1:50) AOL founder Steve Case on building and maintaining team strength through good times and bad times. **tags:** teams, leadership, communication, challenges, technology, change

Karlene Sugarman (1:20), author "Winning the Mental Way", on simple steps to achieve your goals.

Motivation

Motivation is that inner trigger that propels us forward. Each person has a passion unique to his/herself but what is it and how do leaders tap into it? Is it contributing to a social cause, giving positive feedback on work well done or listening so workers can contribute? These videos are designed to show how some great leaders motivate or to spur discussion around blocks to motivation (example: Unwritten Rules).

Mary Kay Ash (5:50) Boost someone's self-esteem and you've unlocked the genie...or giant within. Anything is possible. Learn from this example of Mary Kay who did just that for countless number of housewives. She literally wrote the book on good management practices, smart marketing and much more. **tags:** risk,entrepreneur,women,self esteem, motivation

Stephen Covey: Decide What matters Most(2:58) Don't have enough time? Are you constantly putting out fires but not feeling productive? Stephen Covey explains how to make smart decisions to save you time. **Tags:** decision-making,management,productivity, priorities, decision-making

Jack Welch (2:17) Former CEO and Chairman of GE. Welch is considered one of the best business leaders of the 20th century. He explains the role of a leader. **Tags:** leadership,change,decision making,choice,management,strategy,self confidence, motivation

Unwritten Rules (2:25) What motivates each of us? What does work mean to you? What unwritten rules do you play by? Just asking the right questions can create communication and innovation. **Tags:** communication,teams,self awareness, motivation, innovation, attitude

What is success? (entrepreneurs,chopra)(3:55) How do you view success? How do you align your personal passion with your professional goals? Deepak Chopra and other entrepreneurs explain how they did it. **tags:** self awareness, attitude,character,entrepreneurs,motivation

Anita Roddick (1:54) What happens when you need to lead a group through some tough times? Are they going to follow you? If you are authentically passionate about your goals and you show your team how much you care... anything is possible. Anita Roddick, the founder of the Body Shop, did just that with her care of the environment and determination to help disadvantaged groups through her business. **Tags:** motivation,vision,social consciousness,leadership,entrepreneurs,change,passion

Ray Kroc (9:44) Ray Kroc was 52 when he discovered the opportunity of McDonald's. Through a combination of salesmanship, operating consistency, enrolling franchisees and spotting opportunities, he grew McDonald's into a worldwide fast food phenomenon. **Tags:** entrepreneur, vision, motivation, self awareness, middle age, operations

Self-esteem Burning man (1:33) Feeling good about who you are and what you get to contribute to the world, your job, your family is the basis of true happiness. **Tags:** self awareness, self esteem, motivation, happiness

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Attitude

If your workers have the right attitude, they'll be amazingly resilient in bad times; they'll create the idea and products your company needs to succeed. But, how do you address the issue of attitude and success? These videos are designed for you to discuss the role of attitude in success. Each video can be used to start a discussion. The first video, "Success is an Attitude", incorporates six business leaders on attitude.

Success Is an Attitude(4:15) 6 great leaders give their take on what makes us successful. Jack Welch, Stephen Covey, Anita Roddick and more share their wisdom. **Tags:** ethics,success,motivation,attitude

Dennis Conner (3:23) How do you create a great team? Who do you hire? What do you do when they're making mistakes? 4 times America's Cup winner Dennis Conner provides tips on selecting the right team members and how to communicate with them under high stress situations. **tags:** teams, communication, attitude, leadership, commitment

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Defining who you are - Deepak Chopra (2:16) Have you explored who you are? Why are you motivated? Know this and your career or life path becomes much more fluid. **Tags:** character,wellness,self awareness, ethics, motivation, attitude

Howard Schultz (2:05) Do you feel like you can't get yourself arrested? Are you facing setbacks? Rejection? Starbucks' entrepreneur, Howard Schultz, was rejected for a job from Starbucks for a year. When he did get a job, his marketing savvy and vision for coffee bars didn't sit well with the original owners who believed their business was just about "the beans." Schultz won out and says it was because of persistence. **Tags:** vision,character,setbacks,attitude,persistence,entrepreneur

Ann Bancroft/Liv Arnesen -Endurance (4:07)How do we treat others and ourselves when we're stressed, tired or frustrated? Polar explorers Ann Bancroft and Liv Arnesen trained and attempted to be the first women to cross Antarctica. The training was grueling. They provide these tips for communicating and working as a team through trying times. **tags:**communication,wellness,failure,attitude,setbacks, teams, goals

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Dennis Barsema -motivation to change (1:27)Afraid of change? Often, people think of change as a negative. But, for others it's a self-motivated move to make their world better. First, you have to be accountable. **Tags:** change, accountability, self awareness, attitude, motivation

Self-awareness

Self-awareness is often thought of as a "soft skill" but it is probably the hardest skill one could possess. Knowing yourself, strengths and weaknesses, can be the basis for behavior improvement and a great attitude. It is the ingredient that can make or break your career. These videos are designed to spur discussion and challenge thinking. Some of the videos show how "listening" to one's feelings and motivations, can unleash energy and progress.

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Women Polar Explorers (3:28)Do you have a goal but haven't achieved it yet? Don't feel successful? Worried about failure? Ann Bancroft & Liv Arnesen wanted to be the first women to cross Antarctica. They didn't make it. But, when they reflected on the experience they felt anything but failure. **tags:** failure,success,attitude,goals

Defining who you are - Deepak Chopra (2:16) Have you explored who you are? Why are you motivated? Know this and your career or life path becomes much more fluid. **Tags:** character,wellness,self awareness, ethics, motivation, attitude

Our Brains & Communication (4:14) Are you aware of how you're communicating with others? Are you reactive? Can you control your responses? Mathew Fox explains our three types of brains and how to choose your response. **Tags:** communication, teams, wellness, self awareness, decision making

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Bitter or Better - Mark Leslie (2:05) Why is one successful and another fail? How do you react to a failure? The founder of a successful software company, Veritas, failed in his first venture. **Tags:** self awareness, failure, change, choice

Stephen Covey Building Character (2:28) Stephen Covey, the author of "The Seven Habits of Highly Successful People" talks about how we can craft our character as a foundation of great success. **Tags:** self awareness, ethics, success, character

Self-esteem Burning man (1:33) Feeling good about who you are and what you get to contribute to the world, your job, your family is the basis of true happiness. **Tags:** self awareness, self esteem, motivation, happiness

Bill Bradley on feeling as much as thinking (0:30) Bill Bradley believes in matching your inside values with what you do. He's used this to succeed in basketball and in life. **tags:** Bill Bradley on the need to match your outside character with your values. He values his feelings as much as what he's thinking. feelings, integrity, bill bradley, self awareness, character, ethics, authenticity, truth

Dennis Barsema -change (1:27) Afraid of change? Often, people think of change as a negative. But, for others it's a self-motivated move to make their world better. First, you have to be accountable. **Tags:** change, accountability, self awareness, attitude, motivation

Ethics

We highly recommend you use these videos within the context an ethics training with real scenarios based on your company or organization. Personal values and character are at the root of our decision-making when it comes to ethics. If you know your values and who you are, you'll know when boundaries are crossed. These videos highlight thought provoking ideas to spur discussion around ethics....which starts with a gut feelina.

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Defining who you are - Deepak Chopra (2:16) Have you explored who you are? Why are you motivated? Know this and your career or life path becomes much more fluid. **Tags:** character,wellness,self awareness, ethics, motivation, attitude

Charles Schwab (6:59) When Charles Schwab started his discount brokerage business, he saw an injustice he wanted to fix. "I felt that the financial service business had developed a brokerage industry that wasn't empathetic towards customers, they were empathetic towards themselves." He felt that only the rich and powerful were benefiting from the market so he decided to change that with online discount trading. He had to stay strong with his vision to go up against the dominant players. He had to think beyond himself.

Ernest Shackleton (5:32) Ernest Shackleton demonstrated leadership and team skills that saved all 28 men who followed him in his quest to reach the South Pole. They were ship wrecked for 22 months and never reached their goal ,the South Pole. Shackleton could have taken a few men and headed to the South Pole to claim his goal, leaving the others to perish. But, he changed his goal to one of making sure none of his men died. In that, he succeeded. In fact, when he tried to reach the South Pole on a subsequent trip, 8 men from his original trip signed up. **Tags:** vision, leadership, team,morale,communication,failure, setbacks, goals

Success Is an Attitude(4:15) 6 great leaders give their take on what makes us successful. Jack Welch, Stephen Covey, Anita Roddick and more share their wisdom. **Tags:** ethics,success,motivation,attitude

Anita Roddick: Ethics (3:42) What's the right thing to do? Anita Roddick felt it was not just about operating a good, fair business but about taking action to help the less fortunate and the environment. **Tags:** ethics, social consciousness, sustainability, values

Bill Bradley on feeling as much as thinking (0:30) Bill Bradley believes in matching your inside values with what you project to the world. He's used this to succeed in basketball and in life. Bradley places as much value on feelings as he does thinking. **tags:** feelings, integrity, bill bradley,self awareness, character, ethics, authenticity, truth

Stephen Covey Power of Choice (2:55) Can we make the changes we need to succeed? How important are our choices? Author of "The Seven Habits of Highly Effective People", Stephen Covey, says our choices determine how effective we will be as a leader and in life. **tags:** change,leadership,decision making, self awareness

Wellness

Stress, overwhelm, fatigue, frustration are all feelings that get in the way of productivity. These videos are designed to help employees take pause and refresh...their thinking and their bodies.

Ann Bancroft/Liv Arnesen -Endurance (4:07) How do we treat others and ourselves when we're stressed, tired or frustrated? Polar explorers Ann Bancroft and Liv Arnesen trained and attempted to be the first women to cross Antarctica. The training was grueling. They provide these tips for communicating and working as a team through trying times.

tags: communication,wellness,failure,attitude,setbacks, teams, goals

Aging Well (Andrew Weil)(1:28) What makes us happy? When we strip away the niceties of life or age, what will we find? Dr. Andrew Weil explains what really makes us happy. **Tags:** health, balance,aging,happiness,wellness,stress

Self-esteem Burning man (1:33) Feeling good about who you are and what you get to contribute to the world, your job, your family is the basis of true happiness. **Tags:** self awareness, self esteem, motivation, happiness

Defining who you are - Deepak Chopra (2:16) Have you explored who you are? Why are you motivated? Know this and your career or life path becomes much more fluid. **Tags:** character,wellness,self awareness, ethics, motivation, attitude

Making a Cognitive Shift (3:04) Want to know how great athletes achieve their goals? What do they do that no one, not even their coaches can teach? These tips easily apply to business. You just have to practice! **Tags:** brain,success,peak performance, wellness, visualization

Our Brains & Communication (4:14) Are you aware of how you're communicating with others? Are you reactive? Can you control your responses? Mathew Fox explains our three types of brains and how to choose your response. **Tags:** communication, teams, wellness, self awareness, decision making

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Expand Your Influence - Stephen Covey (2:45) Want to generate more ideas with your team? Need to find more balance in your life? Stephen Covey offers these great tips on how to expand your circle of influence. **Tags:** balance, stress,priorities,productivity,leadership,communication

Exercise Anywhere (5:04) Exercise tips to do when you travel or you're working the late...or the early shift and you have a little time. **tags:** fitness, wellness, stress,exercise,health

De-stressing and focus: Andrew Weil (2:57) Feeling stressed? Not thinking clearly? Best-selling author Andrew Weil explains the benefits of meditating to get clarity. **Tags:** stress,wellness,clarity,productivity

Vision

Vision shows up as a goal to achieve or it can be the result of "connecting the dots", gathering data and then a picture emerges (Steve Case). It can emerge as a result of a passion (Anita Roddick), or from spotting an opportunity from an unrelated process (Ray Kroc - Mc Donald's) or from setting up an R&D system to leapfrog the competition (Thomas Edison). These entrepreneurs, inventors and business leaders are examples of various ways that Vision manifests itself.

Anita Roddick (1:54) Founder of the Body Shop, Anita Roddick, on showing your team your passion for your goals and tapping into their passion. What happens when you need to lead a group through some tough times? Are they going to follow you? If you are authentically passionate about your goals and you show your team how much you care... anything is possible. Anita Roddick, the founder of the Body Shop, did just that with her care of the environment and determination to help disadvantaged groups through her business. **Tags:** leadership, passion, motivation, team, sustainability, social causes, vision

Steve Case (3:14) Are you connecting the dots and seeing all the opportunities for your business? AOL founder, Steve Case, explains how he makes his decisions and innovates through listening, observation and feedback. **Tags:** vision, communication, innovation, decision making, listening, entrepreneur, strategy

Ray Kroc (9:44) Ray Kroc was 52 when he discovered the opportunity of McDonald's. Through a combination of salesmanship, operating consistency, enrolling franchisees and spotting opportunities, he grew McDonald's into a worldwide fast food phenomenon. **Tags:** entrepreneur, vision, motivation, self awareness, middle age, operations

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Henry Ford (7:21) Henry Ford failed twice as an entrepreneur. He eventually succeeded and used the mass production techniques of a meat packing plant to figure out how to make cheap, high quality cars. **Tags:** operations, innovation, vision, entrepreneur, failure, risk

Howard Schultz (2:05) Do you feel like you can't get yourself arrested? Are you facing setbacks? Rejection? Starbucks' entrepreneur, Howard Schultz, was rejected for a job from Starbucks for a year. When he did get a job, his marketing savvy and vision for coffee bars didn't sit well with the original owners who believed their business was just about "the beans." Schultz won out and says it was because of persistence. **Tags:** vision, character, setbacks, attitude, persistence, entrepreneur

Thomas Edison (7:00) Creator of the electric light bulb, the phonograph, moving pictures and over 1000 patents, Edison believed in marketable innovation and setting up an R&D system to leap frog the competition. **Tags:** innovation, operations, entrepreneur, competition, vision, risk

Pierre Omidyar (2:31) Where do you get your best ideas? Are you exposing yourself to the best sources? eBay founder Pierre Omidyar explains how diversity propels creativity and innovation. **Tags:** communication, innovation, entrepreneur, leadership

Charles Schwab (6:59) How do you innovate? How do you make a vision a reality? How do you replace the dominant players? Charles Schwab did just that when he created a huge discount, online brokerage business. **Tags:** vision, innovation, entrepreneur, ethics

Branson (6:24) Wondering whether you should take that risk? Do you want to start your own business or another division? Virgin founder Richard Branson, who has created over 300 businesses, some successful some not, on risking, failing and learning. **Tags:** leadership, innovation, risk, failure, success, competition, entrepreneurs

Entrepreneurs

Well-known entrepreneurs and how they tackled risk, rejection, the unknown, poverty, prejudice, etc. Not all were always successful. Video profiles support and illustrate a character trait or skill. Example, "rejection" would be supported with a profile of Howard Schultz, the concept of "invention" would be supported with a video of Ben & Jerry.

Ben&Jerry (2:31) Is your team innovating? Are they taking the necessary risks? Are they communicating or blaming? The creation of Ben & Jerry's ice-cream is an example of creating a team that listens to each other, has fun and innovates successfully. Here's how. **tags:** team, entrepreneurs, innovation, communication, vision

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Michael Dell(6:05) Do you see the opportunities around you? Are you noticing the gaps where there's a big opportunity? The founder of Dell Computer saw the big gap between the cost of the guts of a computer and the final product. He saw the opportunity in selling directly to consumers, saving time and money. Insights into how he makes decision are explored here. **tags:** entrepreneur, dell, operations, decision making

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Madame CJ Walker (5:22) Facing obstacles with your business? Don't think you have what it takes? Don't have enough money? Education? Madame CJ Walker faced all of this and more. One generation out of slavery and living in poverty, CJ Walker emerged as a turn of the century successful business woman who taught other women self-respect. Tags: confidence,motivation,women, resilience, entrepreneur

Andy Grove (7:00) How do we manage risk or make decisions under pressure from the competition? Intel founder Andy Grove uses his personal experience of survival (from the Nazis, Russians and prostate cancer) and professional survival (investing in microchips before the PC was ubiquitous) to explain how to manage risk. **Tags:** risk,leadership,decision-making,competition,listening,self awareness,innovation,vision

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Thomas Watson (4:10) What do you do when you have a very profitable business but you see new opportunities? What happens when you have resistance to new thinking? Thomas Watson, Jr., who propelled IBM through enormous growth, used contention management and a bold vision to succeed. **tags:** teams,management,vision,innovation,leadership,competition, operations

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Howard Hughes (7:30) Aviator, movie mogul, gambling boss -- all names fit Howard Hughes, who repeatedly achieved the impossible. However, with all this success, he faced enormous failure and loneliness. **Tags:** vision, entrepreneur, failure, success, risk

Sam Walton (8:05) Considered one of the top entrepreneurs of the 20th century, Sam Walton built the world's largest discount retailer by focusing on rural communities, passing on low costs and abundant choices to customers through razor sharp inventory management. **tags:**entrepreneurs,vision,innovation,operations,retailing, decision making

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Charles Schwab (6:59) How do you innovate? How do you make a vision a reality? How do you replace the dominant players? Charles Schwab did just that when he created a huge discount, online brokerage business. **Tags:** vision, innovation, entrepreneur, ethics

Operations

From fast food to retailing to micro-chips to computers and even R&D, these videos highlight how business people and entrepreneurs set up systems to succeed.

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