









Boosting Resilience

7 Essential Skills To Drive Agility, Engagement, Performance And Success

Presented by:

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What is Resilience? (Participant's Guide Page 3)

The ability to stay focused, engaged, optimistic and in problem solving mode, especially when facing change, uncertainty and ambiguity.

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What else is Resilience?

The ability to spend more time feeling good; to align our workplace/leadership values with our work; and to find more meaning and purpose in our work and in our lives at large.

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Resilience Attributes

>Let's discuss.

>Use Participants Guide page 3 to take notes.

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Resilience is key

"More than education, more than experience, more than training, it's resilience that determines who succeeds and who fails."

Dean Becker, CEO, Adaptiv Learning Systems -"How Resiliency Works", <u>Harvard Business Review</u>.

Resilient salespeople

sell 2X more

Source: Adaptiv Learning Systems field study

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Resilient people are

4X more likely to be job satisfied

Source: www.mequilibrium.com

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Resilient people are

47% less likely to miss work

Source: www.mequilibrium.com

Resilient people are

57% less likely to suffer burnout

Source: www.mequilibrium.com

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Resilient people are

50% less likely to quit

Source: www.mequilibrium.com

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Resilient people are

5X as likely to have good/excellent health

Source: www.mequilibrium.com

The Science of Resilience

University of Pennsylvania Department of Psychology Martin Seligman, Ph.D.

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From Research to Commercial Application

- -Adaptiv Learning Systems Founded 1997
- -Licensed Seligman's resilience training content
- -Focused on commercializing resilience assessment and training programs for adults in corporate settings
- -Delivered to major organizations Nortel Networks, Edward Jones, J&J, Merrill Lynch, Sprint, Sony, Verizon, Merck

Are you resilient?

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Then why are you here?

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What challenges your resilience? At work? In life?

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What challenges your Resilience? (Page 7)

- External Events Major System Failures, Storms, Earthquakes, Crashes
- Resource constraints doing more with less
- Managing contractors
- Influencing without authority
- Endless change, ambiguity, uncertainty
- Shifting priorities / deadlines
- Balancing leadership duties with other responsibilities
- Balancing work with the rest of life
- Other?

Agenda

Introduce you to the Adaptiv Resilience Model

- 7 Resilience Factors
- Resilience Assessment (RFI)
- 7 Resilience Skills

Link what you learn to your workplace challenges

Discuss Resilient Leadership

Provide you with additional resources:

http://adaptivlearning.com/dxb925

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The Key To Resilience

Having the serenity to accept those things that we cannot change Having the courage to change the things we can And having the **wisdom to know the difference**



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Your group's demographics

Average years at Dubai Airports: 6.9 (1 - 19)

Average years in your position: 4.9 (1 - 9)

Average years in this industry: 17.2 (1 - 34)

Your group's survey results

	1-10 scale
Resilience	
Job Satisfaction	
Current Success	
Future Success	

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Your group's survey results

	1-10 scale
Resilience	7.5
Job Satisfaction	7.9
Current Success	7.8
Future Success	9.1

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Emotion Regulation



Impulse Control



Causal Analysis



Self-efficacy



Realistic Optimism



Empathy



Reaching Out

The 7 Adaptiv Resilience Factors (P.G. Page 5)



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Resilience Factor Inventory® (RFI)





Your Group's Resilience Profile

Your group is **above** the norm on CA, SE, OP, and RQ.

Your group is at the norm on ER, IC, EM and RO.

Your individual profiles may look nothing like this chart!



Typical Engineer Profile

The 7 Adaptiv Resilience Skills

- 1. Finding Your Signature Emotion
- 2. Avoiding Thinking Traps
- 3. Getting Flexible Around Your "Why?" Style
 - a) Leading across the "Resilience Gap"
- 4. Navigating Your Non-resilient Icebergs
- 5. Harnessing Your Positive Emotions
- 6. Embracing Your Positive Icebergs
- 7. Creating Greater Connection

Resilient Leadership

Mindfulness

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Ada	Adaptiv Strengths/Skills Map (page 8) Resilience Factors (Strengths)								
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			Emotion Regulation	Impulse Control	Causal Analysis	Self- Efficacy	Realistic Optimism	Empathy	Reaching Out
Resilience Skills		Skill 1 Locate Emotion Radar	Х	X			x	x	
	囫	Skill 2 Avoid Thinking Traps		X	X				
	?	Skill 3 Why? Style			X	X	X		
	\Rightarrow	Skill 4 Problem Icebergs	Х					Х	Х
Re	6	Skill 5 Harness Positive Radars				X	X		х
	+	Skill 6 Tap into Positive Icebergs	X	X		X			х
		Skill 7 Find Connection				Х	Х		Х

X indicates the skill will boost the factor.

What Drives Resilience?

"The research shows that more than genetics, more than intelligence, more than any other factor, it is Thinking Style that determines who is resilient and who is not."

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Thinking Styles

Habits in how we think about:

- why something happened
- what might happen next
- how the world *should* be
- how we *should* be

Thinking Styles

Learned from parents

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Thinking Styles

Firm by 8, concrete by 18

Thinking Styles

Short cuts under stress

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Thinking Styles

Often inaccurate

Inaccurate thinking can sap our resilience and get us into trouble.





"There is no reason anyone would want a computer in their home."

-- Ken Olson, president, chairman and founder of Digital Equipment Corp., 1977



"There's no chance that the iPhone is going to get any significant market share. No chance."

-- Steve Ballmer, Microsoft CEO, April 2007













Emotion Radar Practice (page 11)

Event

You've been working much harder for the past several weeks, doing the work of 2 people, reacting to multiple crises, and managing demands from above and below. You get home at the end of a particularly tough day and your spouse/partner complains that you're a workaholic and need to start making your relationship more of a priority.

Thoughts – What would go through your mind like tickertape in that instant – not 5 minutes or even 5 seconds later?

Impact – What would you feel and do in that moment?

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Common Emotic	on Radars 🛛 🤇	9 🕀 🛛 🕙
Typical Thought Reaction	Radar	Emotion
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Common Emoti	on Radars 🛛 🤇	9 🕀 🛛 😌		
Typical Thought Reaction	Radar	Emotion		
"I'm not managing this relationship very well."	Loss	Sadness		
"This isn't good – what if he's really unhappy?"	Future Threat	Anxiety		
"I deserve more support than I'm getting!"	Violation of Your Rights	Anger		
"There's nothing I can do about this."	Lack of Resources	Frustration		
"She's right. She deserves better."	Violation of Another's Rights	Guilt		
"He really caught me out this time."	Loss of Standing	Embarrassment		
"It's wrong to put work above family."	Violation of Your Own Standards	Shame		
"We've worked through this before and can do it again."	Neutral	ОК		
"This proves it – she really loves me!!!"	All is well!	Delirious Happiness		

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Have you discovered your "Signature Emotion"?



Emotion Radars (page 12)

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Radar	Emotion	
Violation of Your Rights	Anger	
Future Threat	Anxiety	
Lack of Resources	Frustration	
Loss – Real World or Esteem	Sadness	
Loss of Standing	Embarrassment	
Violation of Other's Rights	Guilt	
Violation of Own Standards	Shame	

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Case Study - Edward Jones

EJ Investment Reps, new hires Cold calling and door knocking High levels of rejection Diversity of Emotions – anger, frustration, anxiety, embarrassment, shame, ok, excited 8 hours of training – focus on Emotion Regulation Followed 9 months after training

EJ – Using the skills



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EJ – Greater Emotion Regulation

Redlining – Emotion of 8-10 on 10-pt scale





Bottom Line

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Discussion – Linkage to your life

How can you apply this knowledge to help you better manage your emotions and behavior?

- Think of one situation at work where your emotions get in the way.
- Discuss it at your table
- Try out the Trap It! Map It! Zap It! exercise on page 13.
| Trap It!
Angor | 1 | Map It! Emotion Radar | Zap It! | |
|-------------------|------------------------------|---|--|--|
| | Violation of your
rights | We get angry when we think our rights have
been violated. Often our thoughts are wrong
and we imagine a slight when no harm was
done or intended. It's important to sort
through the situation and Figure out the truth.
Who die what to var? | If the violation is not real - or is overblown,
let your anger go. If it is real, come up with
a plan to discuss it with the person when
you are calm and can be assertive rather
than aggressive. | |
| Anxiety | Future threat | Anxiety happens when we think something's
coming down the track to get us. Often our
thoughts are wrong and we exaggerate the
danger of a situation. Think: what are the
worst and best things that could happen?
What's most likely to happen? (Hint: reality is
usually somewhere in the middle). | Banish that worst case scenario and make
a plan to deal with the most likely
outcome. If the threat is real, it will help to
think about how to deal with it when and if
it comes. | |
| Embarrassment | Loss of standing in
group | We get embarrassed when we think other
people think less of us. People are usually too
busy worrying about themselves to scrubinize
you. If they did notice your slip up, they
probably don't think any less of you because
of it. | Ge easy on yourself. Think of one way you
can add to your standing with your peers
by doing something well. | |
| Frustration | Lack of resources | We get frustrated when we think we don't
have what we need to get a job done or solve
a problem. What do you need that you don't
have? Sometimes we focus so hard on what
we don't have that that we can't see other
resources that are available. | Come up with one thing that you have at
your disposal, no matter how small, that
can advance your plan just a little bit. | |

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Emotion	Radar	Conversation Starter 🙂 🔂	
Anger	Violation of Your Rights	 Obviously you believe that 1 - or someone - violated your rights. Can we talk about it? You seem to think that I've stepped on your toes. Can we talk about it? 	
Anxiety	Future Threat	 You seem worried. Is there something coming down the track that concerns you? Maybe we can talk about it. I can see that there's something alsead that's worrying you. Can we talk about it? Maybe I can help to put it in perspective for you. 	
Frustration	Lack of Resources	 You seem to be upset about not having enough resources to handle this task. I'm not sure I can help, but can we talk about it? I know you're frustrated by [specific situation]. Can we talk about the resource constraints you've got? Maybe I can help. 	
Sadness	Real Loss or Loss of Self Worth	 You really seem down. What is it you think you did wrong? You seem to be blaming yourself for what happened. Can we talk about what's upsetting you? 	
Guilt	Violation of Another's Rights	You must think that you stepped on someone's toes. Tell me about it. You seem to think that you trespassed on her in this situation. Tell me what happened.	
Shame	Violation of One's Own Standards	 You seem to think that you haven't lived up to your own expectations here. Can we talk? You're being really hard on yourself. Can you explain to me what happened. 	
Not Sure?		 I'm not sure exactly how you're feeling. Can you tell ne what's going on and how it's making you feel? 	

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Managers - You may be Resilient - your reports may not be



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Common Thinking Traps

You can't complete all of your work assignments on time. You think: "Management has unrealistic expectations of us."

Externalizing



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Common Thinking Traps

Throughout the course of a day a number of events occur. A contractor completes a project early and accurately. A customer thanks you for your efforts. A colleague gets a report to you ahead of schedule. You finish your work and can leave on time. As you're getting ready to go, your boss asks you handle a quick technical issue. You think: "This job is really aweful."

Magnifying & Minimizing

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Common Thinking Traps

You get home at the end of a long and difficult day and your spouse/ partner asks you to do a household chore right away. You think: "What is wrong with him/her? He/she should know I'm not in the mood for this."

Mind Reading



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Common Thinking Traps

You had an argument with your manager over how best to respond to a technical issue. You wake up at 0300 and your mind is racing. You think: "This isn't good. I really lost my temper in that discussion with my boss. What if he complains about me to his manager? All I need right now is a bad appraisal. That could really affect my pay increase. We're already stretching to pay the bills. We might have to cancel our vacation plans. Could my job be in jeopardy? This isn't going to help the relationship....."

Catastrophizing





From Fear to Hope



Polio – up to 30,000 new cases a year in the U.S. before 1955

Jonas Salk – a story of Resilience °7 years, 500 unsuccessful attempts

"The man who saved the children."



'Immunize children against psychological disorders'



The 3 Dimensions of Why? Style

Why did you fail the math test?



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A task you delegate doesn't get done right or on time. WHY?

ME – I am not good at delegating.

Not ME – He doesn't take direction well.

20 ①

You have a brief but heated argument with your spouse. WHY?

ME – I have been under stress and have been irritable lately.

Not ME – She has been under stress and has been irritable lately.





Your spouse or significant other rejects every suggestion you make about where to go out for dinner. **WHY?**

EVERYTHING – She's stubborn.

Not EVERYTHING – He's a finicky eater.

A suggestion you make to improve the reliability of a critical system is ignored. **WHY?**

EVERYTHING – DA leadership is out of touch.

Not EVERYTHING – There are higher priority improvements to be made.







Why? Style and the Resilience Gap

Most of you are: Me, Not Always, Not Everything or Not Me, Not Always, Not Everything

But your staffs will be overrepresented on Always & Everything

What is the impact of this?

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Leading Across The "Resilience Gap"

A Case Study

Verizon Telecommunications

- Business unit 375 1st, 2nd and 3rd level managers
- We measured their resilience
- What we found...

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Communication disconnects

- Change resistance
- Blown deadlines
- Incomplete projects
- Lowered engagement
- Etc.

"We communicate a clear vision and strategy for this initiative and nothing happens! The further down the line we go, the more people are digging their heels in and resisting the change."

Resilience by level



The Problem

FACT: Leaders are more resilient than the people they lead.

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SO WHAT???



Leader is:	Employee perceives as:
Optimistic	Unrealistic
Assertive	Pushy
Persistent	Stubborn
Directive	Disinterested in my ideas
Mission Driven	Pushing the "party line"
Results-oriented	Impatient

Self-awareness

Recognize your people

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What to do

Publicly reward good performance – early & often

Empathize with them; express appreciation for their efforts

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What to do

Communicate clearly and often and ask for playback.

Have collaborative conversations; let the team contribute to the solution strategy.

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Table Talk

Discuss among yourselves:

How to communicate down with greater impact and better results

Write down specific actions on Page 20 you can take to reach across the resilience and communication gap

Be prepared to report out



report records -- the highest sales ever of snow shovels.



In a city of great restaurants, the "Garden Grove" is proving to be one of the best. The menu is comprehensive and the wine list is reasonably priced. But this restaurant's best asset is its staff. I found them to be very attentive and friendly.



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Surface Thoughts vs. Icebergs



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Surface thoughts

Surface of our awareness

00 1

- Specific to one Event
- Easy to tune into

Icebergs

- At a deeper level / More difficult to capture
- Must's and should's
- Fuel tickertape
- Cause red-line emotions
- Empowered when we uncover them



60 1

60 2

The Skill of Detecting Icebergs

What is the most upsetting part of that for me?

What does that mean to me?

Assuming that's true, why is that so upsetting to me?

What is the worst part of that for me?



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Detecting Icebergs

Event

Spouse asks

you to take out

trash

Surface Thought

Thought This is going

to cost me 5

minutes.

Impact

Extreme anger

Intermediate Thoughts

Spouse interrupted my work for a trivial thing Therefore, spouse doesn't respect my work But, my work is so important to me So, this means spouse doesn't respect me

> **ICEBERG:** People should respect and support me all the time

00 1

Identifying your own Icebergs

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60 2



lcebergs about Control

- "Only weak people can't solve their own problems."
- "I must always be in charge."
- "I must never show my feelings."
- "The more control I get, the better my life will be."
- "If you want it done right, do it yourself."
- "The world should be fair."
- "People should play by the rules."















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Common Positive Emotion Radars (Handout page 26)

Radar	Feeling	Action
	Happiness	
	Pride	
	Contentment	
	Interest	
	Love	
	Esteem/ Respect	

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Radar	Feeling	Action
Things are going well.	Happiness	Urge to play; push the envelope; be creative
l performed well or admirably.	Pride	Desire to share news with others; envision even greater accomplishment
I have everything I need.	Contentment	Savor and integrate current situation into enhanced self and world concepts
This challenge is just within my capabilities.	Interest	Urge to explore; take in new information; expand one's scope
I feel connected and committed to others.	Love	Desire to play with, explore and savor experiences with loved ones
People think well of me.	Esteem/ Respect	Feeling confident to take on new and bigger challenges; reach out

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Consider the positive emotions on page 26. Choose one that you would like to feel more often. When do you feel that emotion now? What gets in the way of your experiencing that emotion? How can you experience that feeling more fully?





Safety of aircraft ,passengers and staff

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Positive Icebergs – Your Leadership Values

Respect time boundaries, deliver service.

Create infrastructure that never stop growth

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Positive Icebergs – Your Leadership Values

- 1. Positive attitude
- 2. Ownership
- 3. Deliver Results
- 4. Build Trust

1. Leader is key member of team listening to team members' views and making decisions either in concurrence with team or in convincing team in decision inline with company's progress.

2. Good work place gives enough freedom and supporting policies for leaders and team members to progress along with company in guidance of right management guidance.

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Positive Icebergs – Your Leadership Values

Continuously improve the asset performance and take initiative to reduce cost of maintenance, mitigate risk with innovative solutions

Punctual Honest

Open

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Positive Icebergs – Your Leadership Values

On time job completion as planned without compromising work quality.

Purpose/vision clarification/communication, to obtain and buy in to the purpose.

Continuous learning and growth, to deliver stretch goals.

Execution focus, with lead indicators rather than lag indicators.

Care, love and support members of your team. Always look out for their interests.

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Positive Icebergs – Your Leadership Values

Motivation Non pressure atmosphere Planning

1. Decision making.

2. Ownership of the team.

3. Ability to align individual team members goals with organizations.

4. Self Learning and focus on team members development.

5. Communication transparency within the team.

6. Leading by example, in particularl during challenging times.

7. Ensure like minded and complementary members are retained to form a positive culture within the organization

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Positive Icebergs – Your Leadership Values

Delegate

Set clear and challenging targets and follow up Free communication

Knowledge of the big image and the scope

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Positive Icebergs – Your Leadership Values

1. Timely completion of works 2. Customer first

- 1. Result oriented working with focus on outcomes
- 2. Effective communication
- 3. Empowering the team
- 4. Avoiding blame, promote just culture

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Positive Icebergs – Your Leadership Values

Always be positive, impartial, compassionate, supportive, respectful.

Encourage ideas/team work and reward the deserving staff.





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Level 1: in the job for the pay, benefits

Level 2: enjoy the challenge, the work, the people

Level 3: contributing to something bigger





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Consider the following questions:

- Why did you join Dubai Airports?
- Why this and not another company?
- Why do you stay?
- What else besides pay check/benefits do you get from your job?
- What other Level 2 or Level 3 connections can you make to your job?
- What's getting in the way of those higher level connections?
- How can you overcome that?









Life Connections & Life Satisfaction





7.5

8.5

8.3

8.0



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Life Connection & Resilience



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Resilient Leadership

The 5 Qualities of Resilient Leadership

Mentoring Integrity Values Results Connection

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How good do you think you are?

Your group is slightly more self-assured than the F500 norm.

Positive correlation with Self-efficacy.



Your Group's Leadership Profile

Your Greatest Leadership Strength

Please identify your greatest Leadership Strength

- Look at the second graph on your printed profile
- This compares your score to the norm
- Negative numbers mean lower than average
- Positive numbers mean higher
- Size of the number reflects how far above or below average
- Which of your 5 Qualities has the highest positive number?
- That's your greatest Leadership strength

Coaching your Strength

How do you use that Strength day to day?

What concrete advice can you give the group so that we can be as strong as you are on that Quality?

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YOUR PRIORITIES



Review Summary Questions & Answers

Next Steps

Review your Resilience Resource Page and materials often Use just 1 skill every day – resilience will increase Model resilience for your peers, contractors and employees Coach resilience using what you've learned today Always be aware of the "Resilience Gap" Never lose sight that tough times are temporary Reach Out, while others Shrink Back Ground yourself in greater Connection

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Additional Resources

Resilience Resource Page

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