HiCue speakers
Higher Content & Inspiration



IVAN CORTES

Leadership and Sales Lecturer

- One of the best facilitators and lecturers
- The BEST PRACTICES on Leadership and sales applied in Latin America
- More than 20 years working in USA, Europe and Asia
- His lectures are delivered in Spanish and Portuguese
- Content adapted according to the requirements of each client
- He teaches the six attributes of effective leaders
- A lot has been said on strategic planning, but Ivan will tell you how to BE STRATEGIC
- What to do when your client knows the product and only cares about the price
- Did your business strategy take into account the three types of sales: transactional, consulting and corporate?

Cortes is a leadership and sales lecturer; he has served as consultant and trainer in more than 40 countries around the world. He speaks Spanish, Portuguese and English.

Ivan is the director for Latin America in one of the most outstanding New York-based boutique consulting firms in the leadership, strategic planning and change management areas. He previously led the sales training area at Citibank Latin America and engaged in projects in Europe and Asia.

Cortes is always an outstanding lecturer who manages to interact with the public in meaningful, useful and entertained ways.

He is a Mechanical Engineer by the University of the Andes, with a Master Degree by the University of La Sabana and a Master Degree in Instructional Design and Human Performance Improvement by the Florida State University.

TEMAS

Ivan Cortes tailors each presentation to the needs of his audience and is not limited to the topics listed below. Please ask us about any subject that interests you:

- Leadership
- Sales
- High-Performance
- Human Resources

PROGRAMAS

Vision and Strategy

Does every member of your team share a vision of the future? The Proteus vision and strategy process helps establishing a clear path to the future and working together to get there, combining basic practicality of strategic thinking with aspirations and the freshness of

developing a vision?

Determining the Challenge

Before starting to look at the future, it is essential to know what you intend to solve so that everyone agrees on the main challenge.

What is it? CURRENT REALITY

Before creating a vision, you need to know what your baseline is. Here, the group identifies key elements of its current situation.

What is the target? VISION

Participants create a shared vision of the team or organization's future which everyone is committed to.

What are the obstacles? OBSTACLES

At this stage, the group identifies what needs to be overcome in order to reach the desired future.

What is the path? STRATEGIES AND TACTICS

This step sets a practical path (first directionally and then specifically) from the present to the envisioned future.

Strategy as a Lifestyle: REPOSITIONING

6-9 month after the initial session, the group becomes aware of its achievements and repositions itself to keep on moving toward the vision.

Leading with Impact

Be prepared and get ready

Greater competition, rotation costs, speed of change and employees' higher than ever expectations with respect to professional and personal growth. In the current work environment, managers and leaders need to be more prepared than ever. They have to

support employees to acquire new ways to understand and think, develop new skills and be able to lead those employees towards the future in a clear and wise manner.

Experiencing the Workshop

The Leading with Impact program is a practice-oriented interactive training focused on developing key skills and a mindset in order to manage and lead in a proper way.

What skills will I learn and develop?

- Develop leadership skills making your team follow you
- Be able to understand and cope with the political, power and influence network of any organization in a proper manner
- Listen to people to obtain key information and develop more productive and confident relations
- Set goals and responsibilities with other persons so as to be understandable, specific and achievable
- Provide employees with a clear balanced feedback in order to empower, encourage and develop them
- Establish high-performance teams working in coordination to produce outstanding results
- Create a personal vision and strategy for your own development as leader

High-Performance Teams

Conventional wisdom dictates that teams are key to achieve excellent results. But what makes your team a great team? In the past decades, a lot of surveys on the characteristics of high-performance teams have been conducted. We consider the following as the most important ones to achieve success.

Great teams have:

- **Clear Convincing Goals:**
- Are we all pursuing the same goal? Do we all agree on what success will be?
- **Clear Agreed Roles:**
- Who does what? Whom do they need to work with? Who is responsible for each part of the results?
- **Simple Effective Processes:**
- Do we have systems and mechanisms guaranteeing the achievement of our goals in an effective manner? Do we use them?

- **Agreed Measurement of Success:**
- Do we implement agreed methods to monitor our progress? Do we use our measurements to assume responsibility?
- **High Confidence:**
- Do we interact with respect, sense, honesty and frankness? Do we have good “trust accounts” each other?

Proteus works with clients’ teams to self-assess each of these elements, identifying where they see themselves now and where they want and need to be to achieve outstanding results. Then, we support them in learning skills and establishing mechanisms and agreements to improve areas chosen by them.

CONDICIONES

- **Travels From:** Santiago, Chile
- **Fee Range:** Please Inquire
