

# PETER SHEAHAN

Internationally Recognized Thought Leader and Bestselling Author on Innovation, Exploiting Business Trends and New Markets

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- Bestselling Author and World-Renowned Speaker on Exploiting Business Trends and New Market Opportunities
- Turning challenge into opportunity and disruption into growth
- CEO of global consulting firm with employees in 23 cities across 7 countries
- Advised leaders from top companies Apple, Microsoft, Goldman Sachs, and Wells Fargo
- Peter has published seven books, built three global companies and delivered more than 3,000 presentations in 40+ countries

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After 15 years of standing in the fire with leaders of high-performing organizations, Peter Sheahan has come to believe that an organization will only go commercially where its leaders first grow personally.

Having grown his own companies by accelerating growth and transformation for Apple, Chick-fil-A, DeBeers, and AT&T — Peter will provoke you to get bigger, by getting better! When leaders are true to their purpose, they gravitate towards doing work that matters and solving higher-order problems. The journey to get there requires that they have the courage to tell themselves the truth, take intelligent risks, and assume ownership for driving the alignment necessary to build an organization which behaves in ways worthy of its leadership position.

In being true to his own ambitions and relentless pursuit of growth, Peter has published seven books, built three global companies and delivered more than 3,000 presentations in 40+ countries. Today he and his team are focused exclusively on inspiring leaders to do the hard work required to enable growth and transformation.

## TEMAS

Peter tailors each presentation to the needs of his audience and is not limited to the topics we have listed below:

- Strategy
- Innovation
- Accelerating Growth
- Competing on Value
- Driving Alignment
- Behavior Change
- Exploiting Business Trends and New Markets

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## PROGRAMAS

All of Peter Sheahan's sessions are highly customized and detailed session descriptions

follow initial briefing and background research

**COMPETING ON VALUE, NOT PRICE**

Crisis creates unique windows of opportunity to innovate, take intelligent risks, and thrive in the face of disruption. To seize these opportunities, you must:

1. Question assumptions: Disruption forces you to reexamine the value you add, and to find new and innovative ways to add it.
2. Lead your customers to the future: Behave in ways worthy of the market-leading position you seek – lead don't follow.
3. Matter more: Escape commoditization by elevating the impact you have on your customers' lives.

**LEADING TRANSFORMATION**

Turning Challenge into opportunity and change into competitive advantage

The journey of transformation we must now all lead to stay relevant and accelerate growth in a disrupted world requires that you:

1. Tell yourself the truth: Embrace your new reality and take ownership for leading in new ways.
2. Unleash ambition: Rise above the urgency of a burning platform and un-leash a burning ambition worth fighting for.
3. Drive alignment: Leaders need to be accountable for making new decisions and driving new behavior as we compete in the new reality

**MATTER: Create More Value, Move Beyond the Competition and Become the Obvious Choice!**

How do you become the obvious choice in the hearts and minds of your customers, employees and community? The answer is value. You either create more val-ue than your competitors or you don't. The more important question is how? In this case-study-rich and highly insightful presentation, Peter Sheahan will:

- Show you how to escape commoditization and compete beyond price
- Help you identify your most valuable edge of disruption
- Offer road map for becoming a thought leader in your marketplace and influence more senior buyers as a result
- Inspire you to lean into complexity, solve higher-order problems and be-come the disruptor

If you want to turn challenge into opportunity and change into competitive ad-vantage, then join Peter for an inspiring, evidence-based approach to creating more value in your marketplace.

**HIGH PERFORMANCE IN A HYBRID WORLD: Accelerating a culture of accountability and driving effective alignment**

Stimulating a culture of growth amidst uncertainty requires leaders to create a team setting where it's psychologically safe to take risks, behave in new ways, and pursue progress over perfection. To do so, you must:

1. Raise your standards: Move your team from agreement to alignment.
2. Go first: As goes your behavior, so goes the behavior of the rest of your team.
3. Lead intentionally: Culture is a science, not an art. Focus on individual mindsets, team dynamics, and environment.

**FLIP: How To Turn Challenge Into Opportunity & Disruption Into Competitive Advantage.**

The fact that the world is changing is not new to anyone. The more important question is: What do we need to do in the face of change? How do organizations respond meaningfully to it? Whether you are dealing with disruptive technology, shifts in customer expectations, or changes in regulation, as a leader you must apply an innovative approach to effectively navigate disruptive forces.

In this provocative, research-based session, Peter will inspire you to:

- Embrace change and break free from thinking that made you successful in the past but could undermine your success in the future
- Re-think competitive advantage and leverage intangibles to manufacture tangible

points of difference in your market
- Improve your margins by driving non-sexy innovation and finding new ways to innovate across the value-chain
- Turn chaos into opportunity by leading the market in response to new regu-lation, customer expectations, and technological disruption
- Take the intelligent risks required to innovate and drive change within your organization and industry

**ACCELERATED GROWTH:**

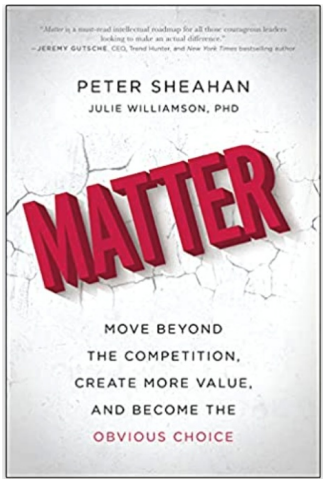
Building organizations and teams capable of sustaining growth through a culture of innovation, courageous leadership, and aligned individuals As the cliché suggests, you are either growing or you are dying. But in today's marketplace, it's no longer about growing or not. It is about growing faster today than we did yesterday, and doing so in spite of the larger base we now operate. In this engaging, case-study rich session, we will unlock the keys to accelerating growth in your team and your organization in order to:

- Help you understand the difference between arbitrary double-digit growth targets and true ambition
- Define the levers you can pull to create a growth-enabled culture defined by innovation, excellence, and accountability
- Provoke you to reflect on the critical role you play as a leader to unleash the necessary appetite for intelligent risk-taking and action orientation required for growth
- Introduce you to the three critical questions required to ensure market relevance and position your organization for accelerated growth
- Orient your thinking towards alignment and the reduction of friction inside your organization

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## PUBLICACIONES

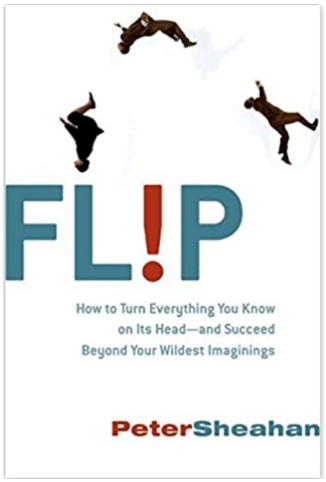
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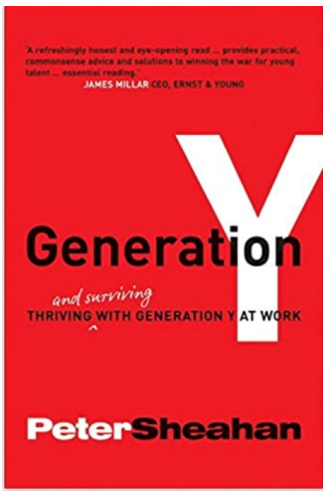

MATTER




MAKING IT HAPPEN




FLIP




GENERATION Y

## CONDICIONES

- **Travels from:** Denver, USA
- **Fee Range:** Please Inquire