Successful Project Engagement

Presented by Tom Flatau

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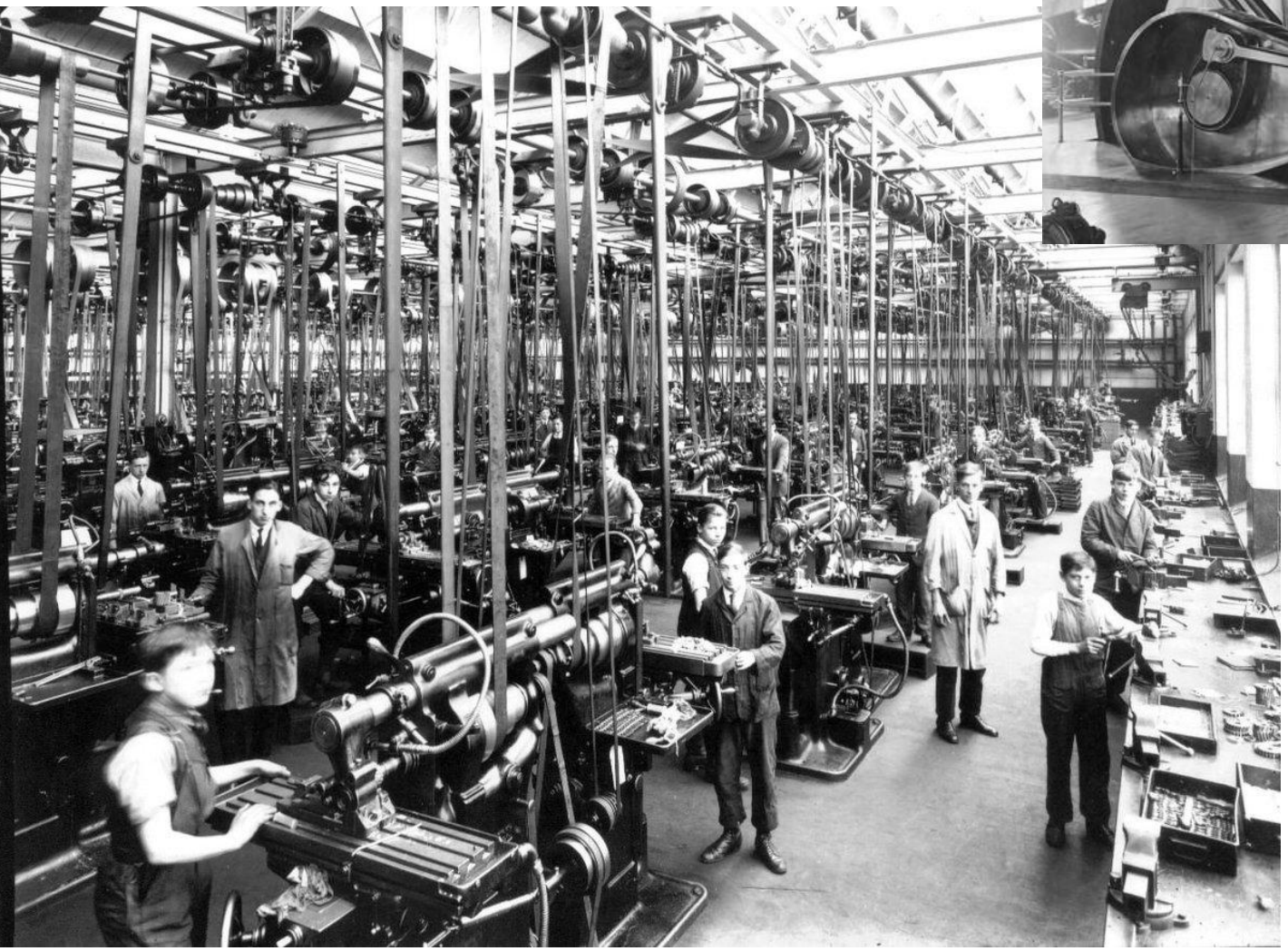
Method 1



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Emotion or Logic?

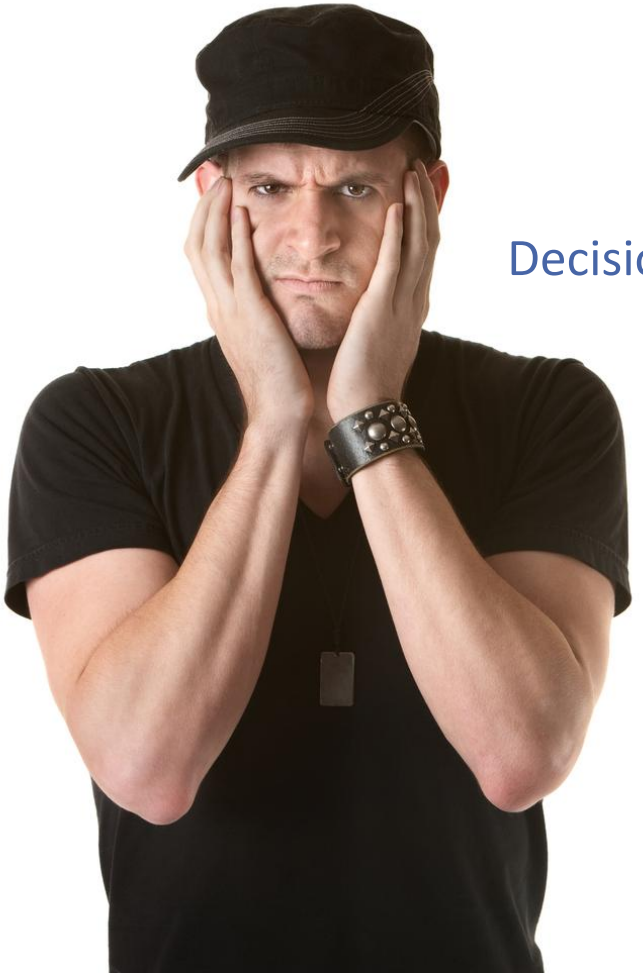
Deal maker

Emotion

Facts & information

Deal breaker

Performance



Decisions

Poll question

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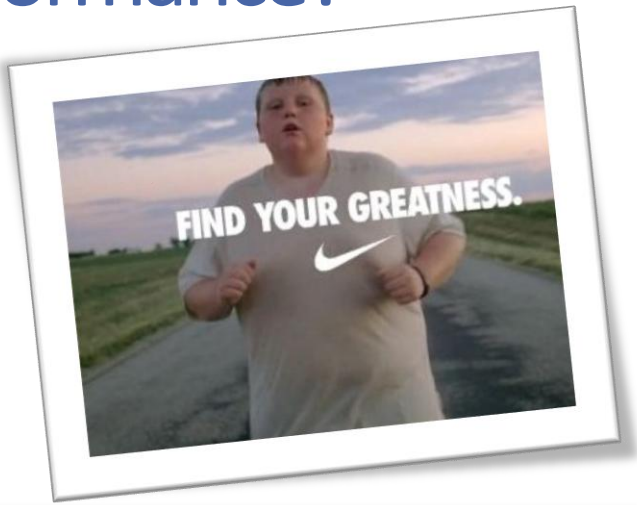
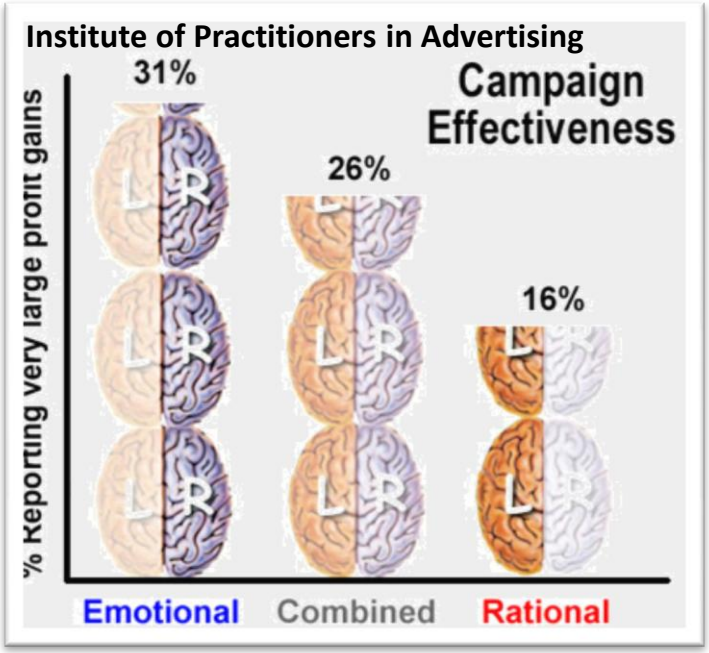
How far do emotions influence performance?





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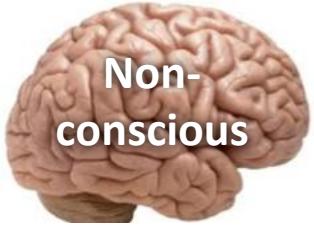
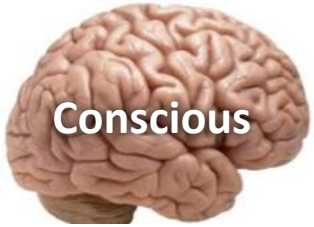
Conscious vs non-conscious

- Survival
- Fast & automatic
- Gut-feel, intuition, emotions

Friend or Foe?



Freeze, Fight, Flight



- Thinking
- Slow, analytical
- Very energy hungry!

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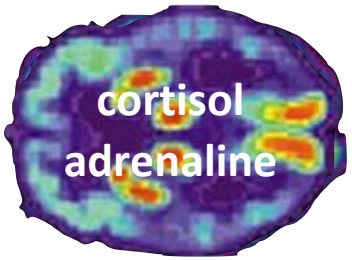
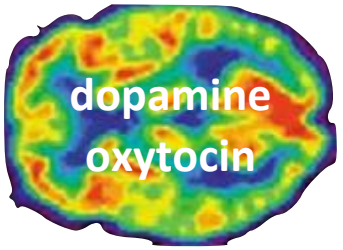
The fundamental organising principle of the brain

minimise danger maximise reward

threat response

reward response





Defend:
Tunnel vision
Win-lose
Self-focused

Discover:
Innovative
Solution-focus
Collaborative

What project behaviours

- increase threat
- increase reward

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Project thinking fallacies

What project issues can this cause?

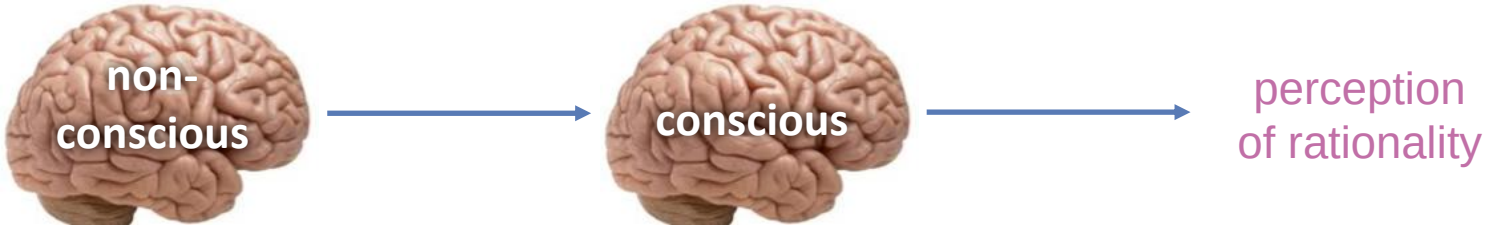
Planning fallacy - under-estimation of how long a task will take

Over confidence bias - “don’t worry - we’ll recover the lost time in future phases”

Temporal discounting - lack of consideration about the future (nuclear decommissioning)

Optimism bias - under-estimation of risk

Conformation bias - only paying attention to information that supports your view



snap decision

What’s the impact on your project?

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Keep it SIMPLE

…a next-generation, scaleable, integrated architecture

Burdens the brain, slows down information-processing

Makes them think, rather than act

… it grows with your business

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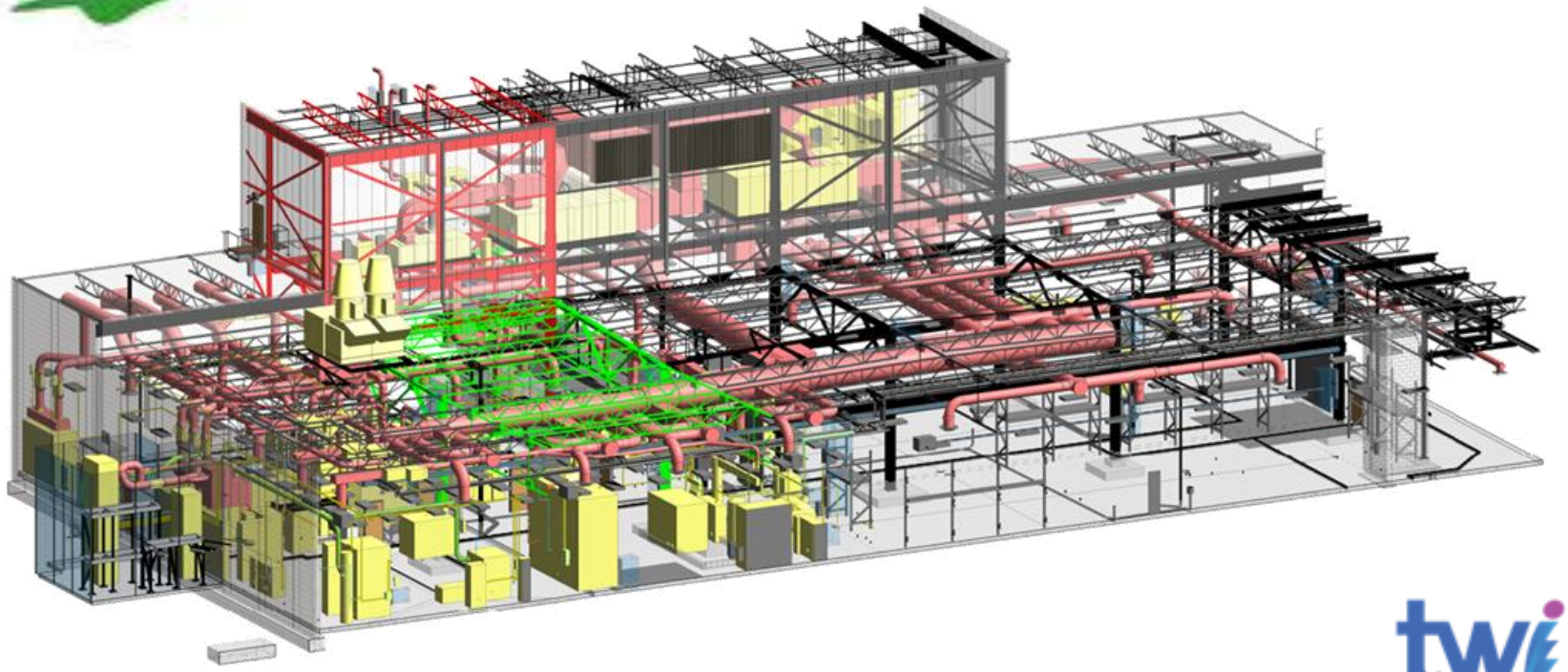
Make it visual

40x faster



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Tap into their emotions

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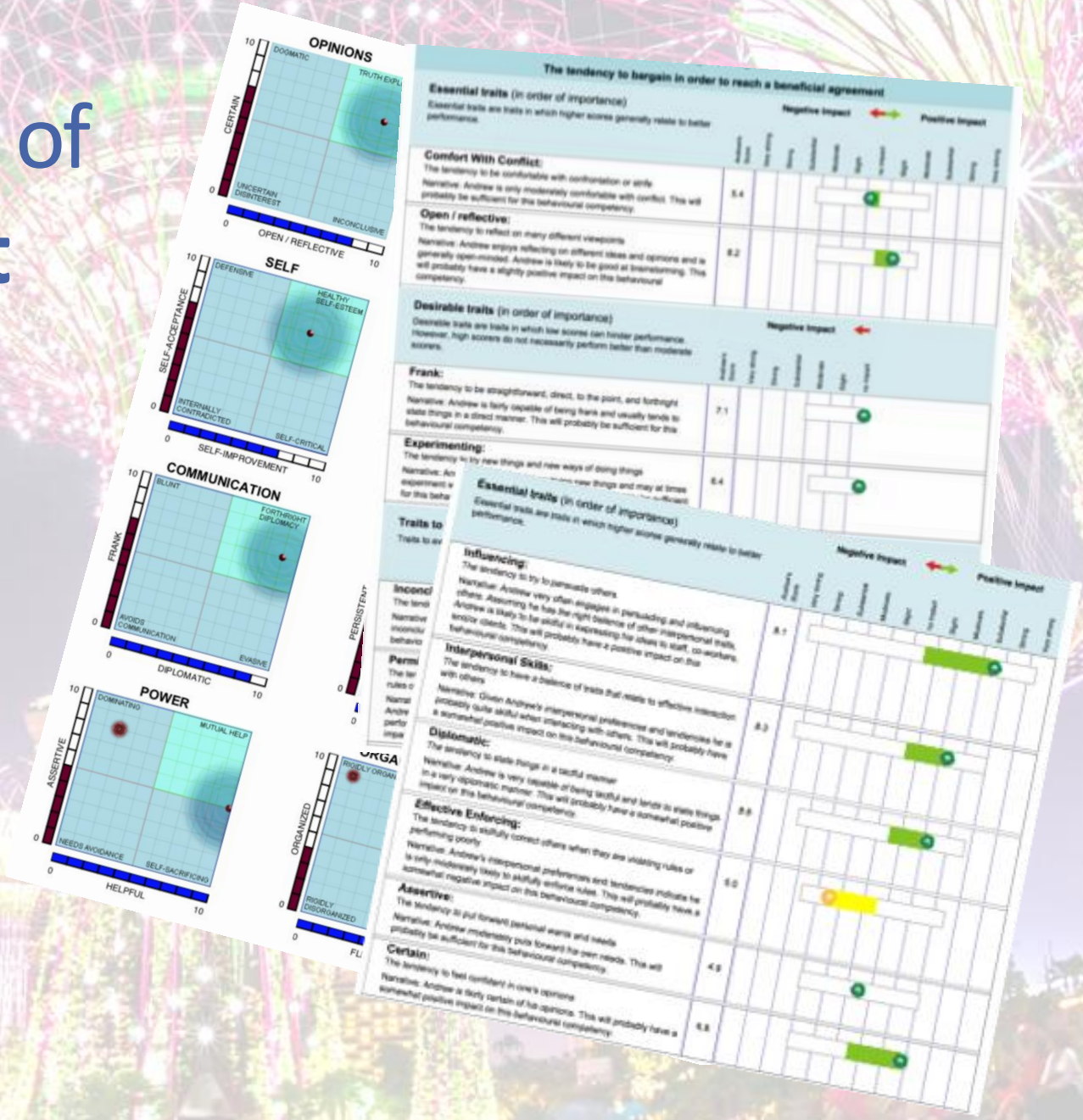
The neuroscience of **successful project engagement**

Double your productivity …
with a **growth mindset**!

Assess *your* mindset



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