



SCOTT HAMILTON
NEXT MOVES
KEYNOTES

NextWORKS™
Strategy *Creating Insight,
Building Capability*

SPEAKING THEMES & TOPICS 2017-2018

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Scott Hamilton, President of the Executive Next Practices Institute and CEO of NextWORKSStrategy is a globally recognized keynoter and theme presentation speaker to major associations, industry trade conferences, executive groups and private corporate functions/retreats. His experiences as a corporate executive, strategist, entrepreneur and innovator bring depth and clarity to a wide range of timely leadership topics. Scott's highly interactive presentations range from intense 30 minute issue updates to 2 day experiential workshops. His presentations are customized your audience and include real life, relevant examples. His presentation style is engaging, insightful, entertaining and conversational in nature. His talks consistently receive the highest rankings for relevance, fun, insight and motivation.

The following presentation descriptions represent a thumbnail overview of topics- the details of each theme and other customized versions are available upon request and/or consultation based on your audience.

Global to Local Next Practices – Leadership That Takes Your Team Beyond the “Status Quo”

“Legacy” and “silo-ed” organization thinking, processes and decision making prevent true innovation and progress. By using a powerful set of 5 principles that go beyond “best practices” to a new level, leaders and teams can assess, prioritize and execute on the specific strategic initiatives that will win – both internally and in the marketplace. This session is based on the input and case reviews of hundreds of CEO experiences and organizations that have dramatically transformed the way they do business.

This presentation focuses how to better align your internal organization to your external brand promise to create both customer and employee success. The employer, or job brand, is proven to be one of the highest levers of retention among employees, and create a sense of commitment and ownership within the organization. In addition, studies have shown that by better connecting employees to the actual customer experience and empowering them to improve the customer experience, both benefit- with measurable business and talent retention results. This session details how you can get employees to “think like the CEO” to suggest key operational improvements in the context of where the organization is strategically headed.

Intrapreneurship – Building an Empowered and Customer Focused Workforce

The Crucial First 100 Days of a New Leader, Project or Team (VITAL 100™)

How do you develop yourself and your leadership to be “indispensable”? Leaders are made in the first 100 days within the organization, new role or managing a project. This working session examines how both the individual taking the new role and stakeholders can mutually insure a successful launch and ongoing execution. This forum includes the interactive review and design of a complete 100 day plan, from assessment to action. Participants will learn how to develop a one page personal 100 day strategic plan and craft and more create a compelling personal brand profile. This session also covers the critical elements of influence, cultural assimilation, politics and transparency.

Market differentiation, localized business success and organization improvement are driven from within the organization- and yet often the internal workforce is the last to learn or be equipped to implement new market initiatives or process improvements. This presentation focuses on new techniques and methods for driving “prodaptivity”- that is, dramatically improved innovation and idea creation across the organization- from cross functional teams to internal “incubation centers”. A unique five step model is presented on how to nurture, develop and leverage the contextual IQ of employees- a powerful combination of emotional IQ and collective IQ.

Building Contextual IQ- Incremental to Breakthrough Performance via “Prodaptivity”

Making your Business Case for Change- How to Get Your Plans Funded Internally

Most projects become non-starters because they are not “sold” internally as effectively as they could be. This session outlines, in clear terms and techniques, how to build the business case for any initiative, including ROI, gaining sponsorship and how to “influence up” for success.

Much is known of the correlation between workforce engagement and organization profitability- but little is done to actually insure that it happens.

This presentation covers the new methods being used to integrate “new” media and communications integrated with experiential training using visual business maps to drive engagement. This presentation also covers 12 new methods on how to use visual score boarding & metrics to better connect employees to the business value proposition for measurable results.

Business Mapping – True Organization Alignment – From Boardroom to Loading Dock

The Knowledge Drain – When the Generation Gap Equation Impacts Your Business

(Why X plus Y plus Millennials minus Boomers equals organization weakness)

Executives have known that the boomer generation percentage share of the working population peaked in 2000, but little has been done to address the transition to the next generation of leaders. There are now up to 4 generations of employees in the workplace. This session drills into the political, cultural, communication and management issues facing organizations today with specific, targeted and holistic communications and leadership solutions for success, and suggests several strategic options in these areas.