



BROADCAST

Coaching for Success

Patrick Sweeney
Caliper

Thursday, July 10, 2008

9:30 – 10:30 AM CT / 10:30 – 11:30 AM ET

8:30 – 9:30 AM MT



CTN BROADCAST

THURSDAY, JULY 10, 2008

9:30-10:30 AM CT / 10:30-11:30 AM ET

LEADERSHIP TRACK



Coaching for Success: How to develop your next top performer

Featuring: Patrick Sweeney, Executive Vice President [Caliper](#)

Target Audience: Leaders, Managers, Supervisors and HR Associates

Program Overview:

With today's workforce, it is more important than ever to hire and develop top performers. Knowing what motivates your employees is crucial so you can help them reach their full potential. Some employees need recognition. Others insist on control. Some require direction. Others strive to make things happen. Some want to be part of a group effort. Others look for challenges and opportunities to grow. Some want stability. Others are willing to take chances. Some are driven by competition. Others derive a sense of satisfaction from coming through for others. Employee development requires enormous insight.

In this broadcast, Patrick Sweeney will discuss Caliper's approach to hiring and developing top performers. You'll also learn how to clarify what drives you and each of your employees. . With this knowledge, you'll be able to hire more effectively and coach to develop the potential of each of your employees. You'll draw upon each individual's untapped abilities. You'll ensure they feel valued. And you'll keep your best performers growing with your company.

Learn how to:

- Clarify employee motivational drivers – personality assessments
- Identify the qualities needed to succeed
- Develop your coaching ability and the potential of your staff

Follow-up Web Conference:

July 22, 2008 “Designing Effective Reward and Recognition Programs”

COACHING FOR SUCCESS

July 10, 2008

Patrick Sweeney Biography

Patrick Sweeney is executive vice president of [Caliper](#), where he oversees branding, marketing and corporate communications for this international management consulting firm.

Headquartered in Princeton, with a dozen offices around the world, Caliper consults with executives on hiring, employee development, performance management, team building, executive coaching, succession planning and organizational performance. For nearly a half-century, Caliper has assessed the potential of over two million individuals from Fortune 500 companies to some of the fastest growing smaller companies around the world.

Along with Caliper's president and chief executive officer Herb Greenberg, Ph.D., Patrick is the co-author of the recent *New York Times Best Seller [Succeed on Your Own Terms](#)*, as well as *How To Hire & Develop Your Next Top Performer*, both published by McGraw-Hill. Herb and Patrick also co-host a nationally syndicated weekly radio show called "[Winning in Business](#)," which features in-depth interviews with outstanding business leaders.

A former speechwriter for New Jersey's Governor Brendan Byrne, Patrick has been the editor of a city magazine, a writer for a public television program, and the author of feature articles for *The New York Times*.

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.....Nadine Fred

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July 10, 2008

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COACHING FOR SUCCESS
July 10, 2008

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1. How will this broadcast help you perform your job duties?

2. In your opinion, what were the strengths of this program?

3. In your opinion, what were the weaknesses of this program?

4. Your observations of the instructor's effectiveness (such as organization, presentation skills, pace).

5. General comments or recommendations on how to improve this program?

Please rate the next four questions from a high of "5" to a low of "1"

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| 6. | My overall satisfaction with the program was | 5 | 4 | 3 | 2 | 1 |
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Name of Participant:

Name of Course: ***COACHING FOR SUCCESS***

Field of Study: ***Leaders, Managers, Supervisors,
HR Associates***

Date Attended: ***July 10, 2008***

Sponsor and
Authorizing Agent: **CTN/Southern Gas Association
3030 LBJ Freeway, Ste 1300
Dallas, TX 75234**

State of Texas #001245

Total CEU Credits: **1 Recommended Credit**

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