Seminar Title: Leverage Loss – Maximize Learning

Speaker(s): Sue Gozansky

Learning Objectives:

The object is to win but what if you don't?
How to leverage loss & maximize learning.
Difficult times require great leadership.
Turn defeat into a positive learning tool.
Deal with adversity in a positive way.

Key Points:

It's not just a game.
Win-lose comparisons.
The blame pie.
The share pie.
The magic tool kit.
During the game your attitude can't reflect the score.
After the game, be the opposite of what you feel.
Preparation, preparation, preparation
Maintain your sense of humor.
Learn to coach creatively.

Conclusion:

Define success in your mission statement
Define when losing is really losing.
Define acceptable failure
Education of a coach
Sometimes you win, sometimes you learn