

# Luke Lectures Series

## Practical Steps to Catalytic Leadership

Move beyond learning new skills to leaving each day with an action plan to implement. Whatever roles you play in life - work, civic, non-profit, social, faith, or family - you will leave with the next step in mind. Independent of, but building on each other, these three days bring trainers from the highly successful Luke Center for Catalytic Leadership's *Pacific Program* to easy to attend one day seminars. Join us for energizing days packed with insights, awareness, time to practice, and time to develop your own plan of action.

March 19, 2009—Salem  
March 20 2009—Portland

### Negotiation & Mediation

David Landis

Negotiating is not an innate talent, present in a lucky few and denied to the rest of us. No matter how good you are now, you can always improve your skill by study and application. Negotiating is a skill worth learning because you do it all the time.

Covered in this session:

- DIFFERENTIATE between Seeking Advantage and Seeing Joint Gain
- GROW your own trust in others—it is an essential component in successful negotiations.
- DEMONSTRATE your trustworthiness to others.
- LEARN characteristics of negotiation.
- DISTINGUISH conflicting, complementary, and shared interests.
- MODEL preparation.
- SEPARATE the people involved from the problem.

#### 2009 Fees & Registration

Fees include morning beverage, lunch, and afternoon snack.

\$225 per session / \$575 full series

**Deadline:** one week prior to event

**Deadline for series package price:**  
March 17th, 2009

**Registration:** [www.lukecenter.org](http://www.lukecenter.org)

**Questions:** [john@lukecenter.org](mailto:john@lukecenter.org)

May 21, 2009—Eugene  
May 22, 2009—Salem

### The Power of Influence

Monica Wofford

73% of managers are leading by trial and error. They are giving direction by saying, "I told you so" and considering it a method of motivation. Leading is about guiding, shaping and providing room for growth in those you have the privilege of leading. This will give you the real world skills and ability to truly motivate those who report to you and need your guidance.

You will develop:

- METHODS for soliciting input and results without having to micro-manage.
- TECHNIQUES for motivating employees to stay longer, produce more and complain less.
- PERSONAL DEVELOPMENT in the area of influence for use on the job and in the area we usually don't talk about... your life.

#### Event Details: Time & Location

Registration: 8:00, Sessions: 8:30-5:00 ±  
Salem: Chemeketa Brooks Training Center  
Brooks, OR  
Portland: Oregon Zoo  
Eugene: Location TBA

November 6, 2009—Salem

### The Leadership Imperative

John Morgan & Shelli Honeywell

Having leadership skills is one thing. Having the motivation, passion, and drive to use them is another. The workshop will focus on the reasons catalytic leadership is critical to leading our communities and organizations. It will help participants focus on what they can bring to the table, why that is important, and how they can best express that in their leadership roles.

Drawing on the work of Steve Farber in his books Radical Leap and Radical Edge, John Morgan, Executive Director of the Luke Center, and Shelli Honeywell, Administrator for the Office of Agency Wide Information Management with the Oregon Department of Corrections, will lead the participants through a highly interactive day exploring the imperatives for leadership, both in our society, and within ourselves.

You will walk away with:

- MOTIVATION
- PASSION
- DRIVE

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## about the trainers

### David Landis

Show me  
the joint gain.

David's sense of humor and optimism are reflected in his lively workshops. He is Urban Development Department director for the City of Lincoln, a seven-term former Nebraska state senator, an award-winning teacher, and a skilled public arena negotiator.

Many of the 390 bills he has passed were consensus measures forged through negotiation by bringing contesting parties to agreement. He has brokered agreements between labor and management, utilities and rate payers, big banks and small banks, insurance companies and trial attorneys and other seemingly intractable foes.

His skill has been developed at training seminars at Harvard, MIT, and University of Illinois. He graduated from the University of Nebraska with a BA (1970), JD (1971), and MS in Public Administration (1984). Married with two children, he enjoys acting in plays and doing a radio show on the weekends.

### Monica Wofford

A leader can be  
developed.

Relying on her 12 years of management experience and 19 years as a speaker, Monica Wofford invites leaders to examine the wisdom of their influential positions and actions when working with employees. Wofford is able to transform abstract concepts into concrete analogies, examples, actions and skills while also dispelling the cursive knowledge that leaders who have been doing this for decades should "know it already."

Monica Wofford, MBA, CSP engages and interacts with her audiences in a memorable training format that has been requested by clients such as:

- The Federal Aviation Administration
- Este Lauder
- Hallmark and
- Michael Bloomberg's senior staff

Monica Wofford, is the author of *Contagious Leadership* as well as numerous other books.

### John Morgan & Shelli Honeywell

Fear of pain creates  
short-term solutions.

John's energetic style engages even the most skeptical participants. A 1994 graduate of the Pacific Program, he is the Executive Director of the *Luke Center for Catalytic Leadership*, principal in The MorganCPS Group, and a graduate of Willamette University.

His career has focused on community development and organizational leadership. He brings a strong focus on organizational development, strategic thinking, and a clear understanding of how catalytic leadership principles can be learned and applied.

Shelli has had a broad career that spans public and private sector Labor Relations, Employment Law, Training and Consulting, Legal Affairs and Information Security Administration. Currently she acts as the Legal Information Officer with the ODOC.

Shelli holds a BA, a Masters & a Doctor of Jurisprudence from the Willamette University College of Law.

## Luke Center for Catalytic Leadership

We are very serious about our mission because we are serious about making the world a better place. Our mission is: *Creating and supporting transformational leadership for the public good.* Since 1989 our primary work, the Pacific Program, has provided one of the best opportunities for growth among state and local officials and leaders of non-profit organizations. It not only teaches new skills, it opens minds to new ways and paths of leadership. These are based on what we call catalytic leadership.

Catalytic leadership is a style based on vision, building partnerships, collaboration, and passion. The term comes from the work of Dr. Jeff Luke of the University of Oregon who researched why some communities were able to solve difficult problems while others were not. He found that much of the success came from a style of leadership placing the good of the community and the accomplishment of an agreed upon outcome over personal gain or recognition.

The Luke Center teaches, advises, and builds upon the catalytic leadership model offering a variety of services to the leadership structure of communities and organizations throughout northwestern North America. The Luke Center is a 501(c)(3) not-for-profit corporation. Its Board and Executive Staff are all Pacific Program alumni.

**Questions** John Morgan at [john@lukecenter.org](mailto:john@lukecenter.org) or [503] 390-4560 **Registration:** [www.lukecenter.org](http://www.lukecenter.org)