

# WMPMI PROFESSIONAL DEVELOPMENT DAY



Project  
Management  
Institute.  
Western Michigan



10.04.2022

# PM XCHANGE

INNOVATE FOR THE FUTURE OF WORK





# INNOVATING

for your best life.

**How healthy will you be 20 years,  
or 20 minutes, from now?**

At Spectrum Health, we're already thinking ahead to what you'll need to stay healthy. It's why we are involved in hundreds of innovative clinical trials that could impact everyone's future. And why some of the world's top specialists are inspired to come here to work with us today. You may not know where life will take you, but at Spectrum Health we are determined to get you there in the best health possible.

**SPECTRUM HEALTH**

Inspire. Innovate. Impact.™



# PROGRAM CONTENTS

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WELCOME LETTER	4
AGENDA	5
OUR SPONSORS	9
BOARD MEMBERS	10 - 11
SPEAKERS	12 - 14
PMI TALENT TRIANGLE	15
SESSIONS	16 - 17
ANNOUNCEMENTS	18 - 21
KEYNOTE TIP SHEET	22

## WHAT IS PDD?

Professional Development Day (PDD) is an annual event dedicated to learning and networking.

The PDD is designed to cover subjects that are relevant and on-trend in project management. It also provides individuals with an opportunity to earn Professional Development Units (PDUs) towards PMI® certification applications or renewals.

Our vision is that you enjoy this event: Our highly valued speakers(s) present on topics of Business Acumen, Ways of Working, and Power Skills, components of the PMI Talent Triangle that will accelerate your success as a Changemaker!





# A LETTER FROM THE PRESIDENT

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Welcome to our Professional Development Day 2022. We are back “in person” at last!

This year’s theme is ‘INNOVATE’ and after many months of forced change, we would like to share some ideas on the future of work and how we can all take back some control. Project Management continues to evolve as a profession. The journey from waterfall to agile and now to hybrid advances at pace, and the last two years have seen additional changes in the whole concept of work, managing teams, and communication.

Our speakers this year come from diverse perspectives covering exciting topics to energize and motivate you for the future. We will look at preparing ourselves for peak performance and daily execution for extraordinary results. There will also be some fascinating insights into the use of data for decisions

and tips on negotiation. We will also cover the winning combination of “Innovation & Emotional Intelligence!”

Throughout the day, we aim to share with you new ideas and concepts so you can successfully innovate for the future of work.

I want to acknowledge and thank all our amazing speakers today. Our chapter would be nothing without the army of volunteers that work behind the scenes for today’s PDD and all the other events we host throughout the year – my sincere thanks to all of you, especially those leading the chapter as the Board of Directors. Thanks to our generous sponsors, who make much of what we do possible. Finally, Thank You to all the outstanding members and guests joining us today.

Thank you for your continued support of WMPMI!

**Andrew Gill**  
President WMPMI



# AGENDA

**7:00 AM**

Registration, Breakfast and Networking

**7:45 AM**

Welcome and Introductions

**8:00 - 9:00 AM**

15 minute break

Daily Execution. Extraordinary Results.

Scott Welle

**9:15 - 10:45 AM**

15 minute break

Innovation & Emotional Intelligence

Jeff Frey, Keynote

**11:00 - 12:30 PM**

Decision Making with Big Data

Dr. Errol Wirasinghe

**12:30 PM**

Lunch/Networking

**1:30 PM**

Introduction of Chapter Sponsor

WMPMI President

**1:40 PM**

Introduce Afternoon Sessions

VP Programs

**1:45 - 2:45 PM**

15 minute break

Essential Negotiating Skills for PMs

Dr. Errol Wirasinghe

**3:00 - 4:30 PM**

Peak Performance for PMs

Scott Welle

**4:35 PM**

Coaching for Performance (Optional Session)

**5:30 PM**

Close







# READY TO TRANSFORM THE WORKPLACE?

For more than a century, Steelcase has led the way in providing inspiring spaces that help people work, learn and heal. We believe our products and services create a better experience and more energizing day for people around the world — and you have the opportunity to drive that impact. A job or internship at Steelcase invites your unique perspective to the table and paves the way for personal growth.

Explore the possibilities at [careers.steelcase.com](https://careers.steelcase.com)

**Steelcase**



## Top 5 Reasons to Join WMPMI

1. Employers seeking certified employees
2. Drive more efficiency in your work
3. Our training is hands on & interactive
4. Network with your future coworker...?
5. Savings on globally recognized certifications

# Calling All Changemakers

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Project professionals are among the most highly trained, skilled and capable changemakers, but they are not alone in seeking to make ideas reality.

**Changemakers can be students, volunteers, entrepreneurs, specialists, business leaders - of any age and any background. What they have in common is a drive to bring about positive change, and what they need is knowledge, skills and expertise in making vision come to life in an ever changing world.**





# THANK YOU TO OUR SPONSORS

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# Steelcase



THE PINNACLE CENTER

# MEET YOUR 2022 BOARD MEMBERS



President  
**Andrew Gill**  
*Dematic*



Past-President  
**Kinga Winiarska**  
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**Mariel Le**  
Director, Administration  
Technology



**Sharon Herzog**  
Newell Brands  
Director of Web Content



**Trina Poston**  
Director, Process and  
Procedures



**Nadia Sunny**  
Stryker  
PMI EF



**Patricia Boer**  
Spectrum Health  
Director, Member  
Experience



**Jill Arehart**  
TEKsystems  
Director, Agile WM  
Community of Practice

# MEET TODAY'S SPEAKERS

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## Dr. Jeff Frey

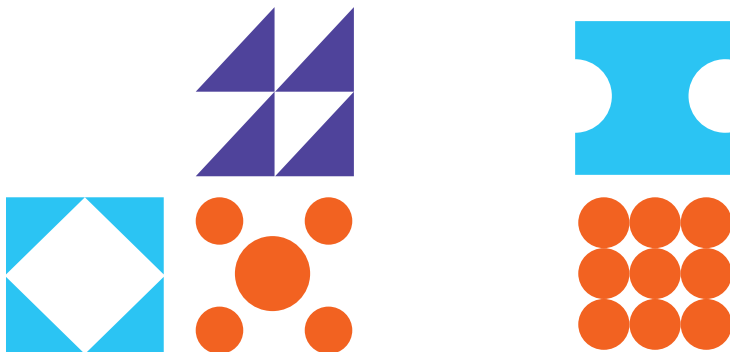
Dr. Jeff Frey is a future of work strategist that includes technology, business, and emotional intelligence in his research and findings. Built over time, his experience starts as a developer on innovative nuclear and space science projects, to executive leadership in oil and gas and healthcare, and building curricula for higher ed and corporations to create the ideal employee.

Today, Jeff assists corporations and individuals with identifying innovative solutions to both technology and talent issues; interfacing with

leaders at the top level of organizations to set vision and enable... turning ideas into reality... resulting in a happier, more engaged, and more productive workforce.

No matter the technology, the human aspect of work will remain. We all need to understand and embrace the relationships that make corporations and organizations function. Global crises and local disputes have brought these issues closer to the surface. Day-to-day business interactions are affected both by the macro and the micro, the team and the individual, the sea of data, and the single transaction.

Dr. Frey holds a master's in computer science from Kent State, MBA from Rice, and Ph.D. in emotional intelligence from Case Western. He is currently the VP of Innovation at Abilene Christian University and on faculty at Rice University and The Citadel. Talent Path, a new venture he helped start 4 years ago was recently acquired by SkillStorm. He is a husband, father of two boys, and runs marathons.







## Scott Welle

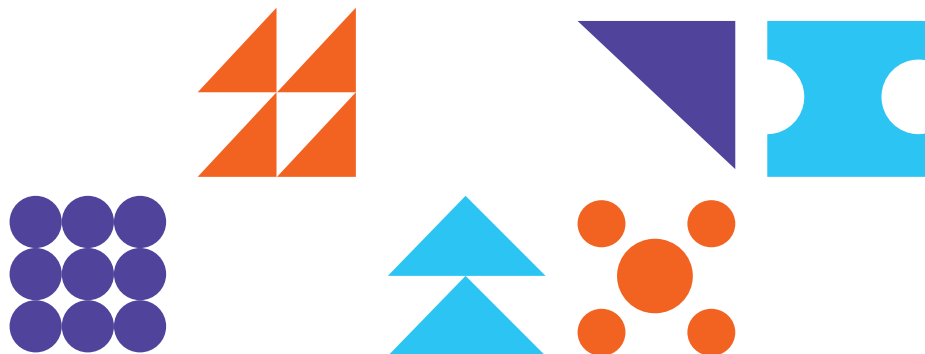
Scott Welle is a #1 international best selling author, speaker and founder of Outperform The Norm, a leading program for business leaders and athletes looking raise their game and perform at the highest level.

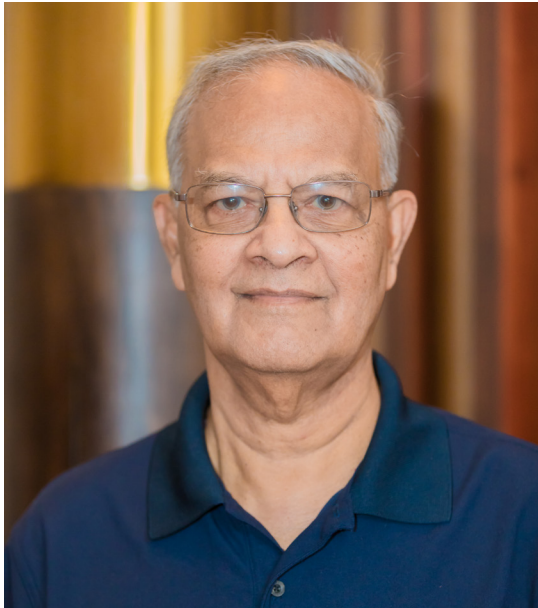
Scott has worked with professional athletes (NFL, MLB, PGA Tour), elite level triathletes, CEOs, stay-at-home moms, and everyday heroes who all had one common goal – to improve and to be better today than they were yesterday.

Scott's nine best selling books, articles, videos, podcasts and online programs inspire hundreds of thousands of people worldwide. He has a Master's degree in Sport Psychology and is an adjunct professor at St. Olaf University. He regularly speaks and consults with top performing executives, sales professionals and entrepreneurs, as well as elite athletes, all with one common goal: to OUTPERFORM.

Scott enjoys pushing his own physical and mental limits, completing five Ironman triathlons, 29 marathons and a 100-mile ultra marathon run. He is very close with his brother, Jason. Together they "plod" at least one marathon together each year, laughing the whole way.

He serves others by showing them how to tap into the same mindset of challenging their self-limiting beliefs and aspiring to be their best everyday.





## Dr. Errol Wirasinghe

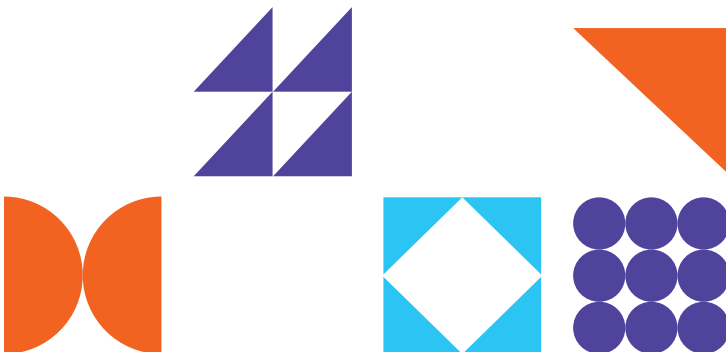
Dr. Errol Wirasinghe is the author of the books on Decisions-Making and on Negotiating. He is an internationally recognized expert on Decision-Making.

He has trained several Fortune 500 companies, in the USA, including reputable entities such as the USNavy; Wal-Mart; Hyatt Hotels, Starbucks, etc. He is also a guest lecturer at the University of Houston's MBA program.

He started life as an Apprentice Mechanic, and went on to become an Oil & Gas Engineer, Research Scientist, University Professor, Management Consultant, and Director of a Public Utility.

Graduating as Valedictorian at Teesside University, U.K. in Mechanical Engineering, he went on to obtain his Ph.D. in Fluid Mechanics, having won a scholarship from the prestigious "Confederation of British Industries".

He has lived, worked and trained professionals in Asia, Mid-East, Europe, North America and South America. He has worked for some of the largest companies in the world: Abu Dhabi National Oil Co., Petroleos de Venezuela, British Gas, Enron Corp., and the University of Zulia, where he lectured in Spanish.





# The PMI Talent Triangle®

Navigate our Profession's Evolving Landscape with Confidence.

In our changing world, project professionals must be more nimble and resourceful than ever to keep pace and create impact. As new industries, practices, and technologies emerge, project professionals and their teams are challenged to pivot quickly and work even more efficiently—all so they can deliver value. To prepare for a future that is coming faster than ever, project professionals now need a skill set inclusive of different disciplines and practices, as well as other in-demand skills. We see the power of melding the core insights of project management with three skill categories: a diverse understanding of Ways of Working, Business Acumen, and Power Skills.



# Sessions



## Daily Execution. Extraordinary Results. | Scott Welle

This interactive session is based on Scott's book, "Daily Execution. Extraordinary Results.", focusing on the strategy of goal setting, the execution of goal achieving, and the psychology of aspiring to big things.

Discover how to implement a simple 3-step process all Outperformers use to own and smash their goals. Stay on track consistently, even when you're unmotivated and unfocused. Leverage the latest science of habit formation to build peak performance routines. Avoid the BIG goal-setting mistakes most people make (and I've made, too!) that sabotage success. Apply the value of goals vs. systems in project management and peak performance. This session will change how you look at the performance potential for you, your team, and your organization.



## Innovation and Emotional Intelligence | Jeff Frey, Keynote

The business climate today has changed! Soft skills matter. While we all know that hard skills like writing, technology, and task management are essential for project planning and management, there has been a new emphasis on the skills that could be covered under the term emotional intelligence.

This session, "Innovation and Emotional Intelligence (EI)," will discuss why emotional intelligence is both necessary for and a product of innovation and how you can get more EI when needed. The components of EI such as leadership, trust-building, conflict management, motivation, empathy, and social skills CAN BE LEARNED, and research shows that the higher your professional development in these areas... the more successful your performance and projects will be.



## Decision Making with Big Data | Dr. Errol Wirasinghe

An inevitable consequence of the digital revolution has to deal with massive amounts of data. While technology is accelerating data acquisition, our decision-making skills have yet to evolve to keep pace with this growth. Unfortunately, many still believe that age-old techniques such as commonsense, gut-feel, intuition, logic, and experience are adequate.

In this session, we will demonstrate that our current decision-making skills may need updates and learn how acquiring new analytical techniques (to handle big-data and uncertainties) will increase accuracy and productivity. Dr. Errol offers irrefutable proof that we are victims of inherent biases, decision-manipulation, and decision-contamination and will share how to make better defensible decisions for project management.





## **Essential Negotiating Skills for Project Managers**

### **Dr. Errol Wirasinghe**

Whether buying your next car/home or dealing with a supplier/vendor, you will have to negotiate on many issues. In life, you don't get what you deserve; you get what you negotiate. Anything you want or need is owned or controlled by someone else. Yet, everyone is willing to give you what you want – in return for what they want. But, to get that something on your terms, you must: Negotiate and be willing to pay the price!

This session will discuss strategies and tactics that will help you reinforce your negotiating skills. We will provide a template with 38 questions, to develop a robust negotiating strategy, and a set of 'rules' to manage the negotiation.



## **Peak Performance For Project Managers | Scott Welle**

Our world has changed since 2020. Homes converted to home offices and Zoom became a substitute for human contact. One thing the pandemic didn't change? The principles of peak performance.

Scott Welle will share strategies used by high achievers and top-performing project managers. He will challenge limiting beliefs about performance standards that are holding you back. Learn to establish a peak performance routine by utilizing the "Vital 4%." Recognize the crucial components shared by ALL Outperforming teams. Boost positivity and happiness by up to 30%. Enhance communication style and feedback to inspire and motivate your team members. This dynamic, high-energy session will help you raise your standard of excellence and give you an effortless action plan to implement immediately.

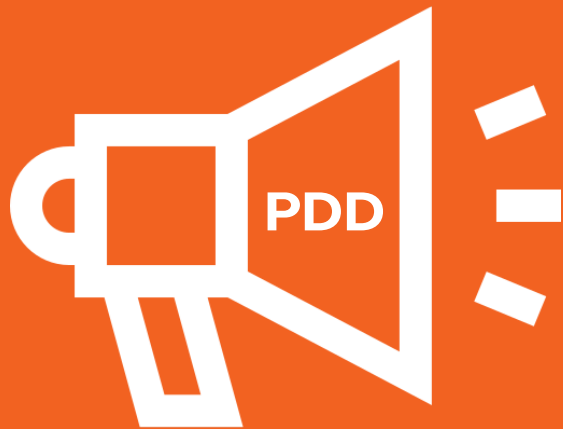


## **Coaching for Performance (Optional Session)**

Calling all Changemakers. Project management skills don't just help organizations get things done; they help people get things done, inside and outside of work. This session is an opportunity to meet the PDD speakers one-on-one to dig deeper on gnawing questions related to business acumen, ways of working, or critical power skills. Meet your peers, broaden your support community, and accelerate achievement as a Changemaker.

# **“Calling All Changemakers”**

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**Save The Date**  
**10/10/2023**  
Professional  
Development Day







The event: unprecedented.  
The technology: unbeatable.


Your special event is one of a kind — maybe even once in a lifetime. That's why we want to make it spectacular. So, in addition to our award winning food and exceptional service, we've taken our technology up a notch. We are now a full HD facility with 16x9 wide format screens, LED lighting, digital media playback and much more. Now your wedding, fundraiser, party, or meeting can be streamed live online for free. Let's get the party started. [www.thepinnaclecenter.com](http://www.thepinnaclecenter.com)



**THE PINNACLE CENTER**

*No place tops the Pinnacle.*



A photograph of a man with a beard and short dark hair, wearing a grey t-shirt, carrying a young girl with curly hair on his shoulders. The girl is wearing a white sleeveless top and dark shorts. They are both smiling and looking towards the camera. The background is a soft-focus green, suggesting an outdoor setting with trees.

## From the Heart

When people love what they do, you feel it, because it matters to them.

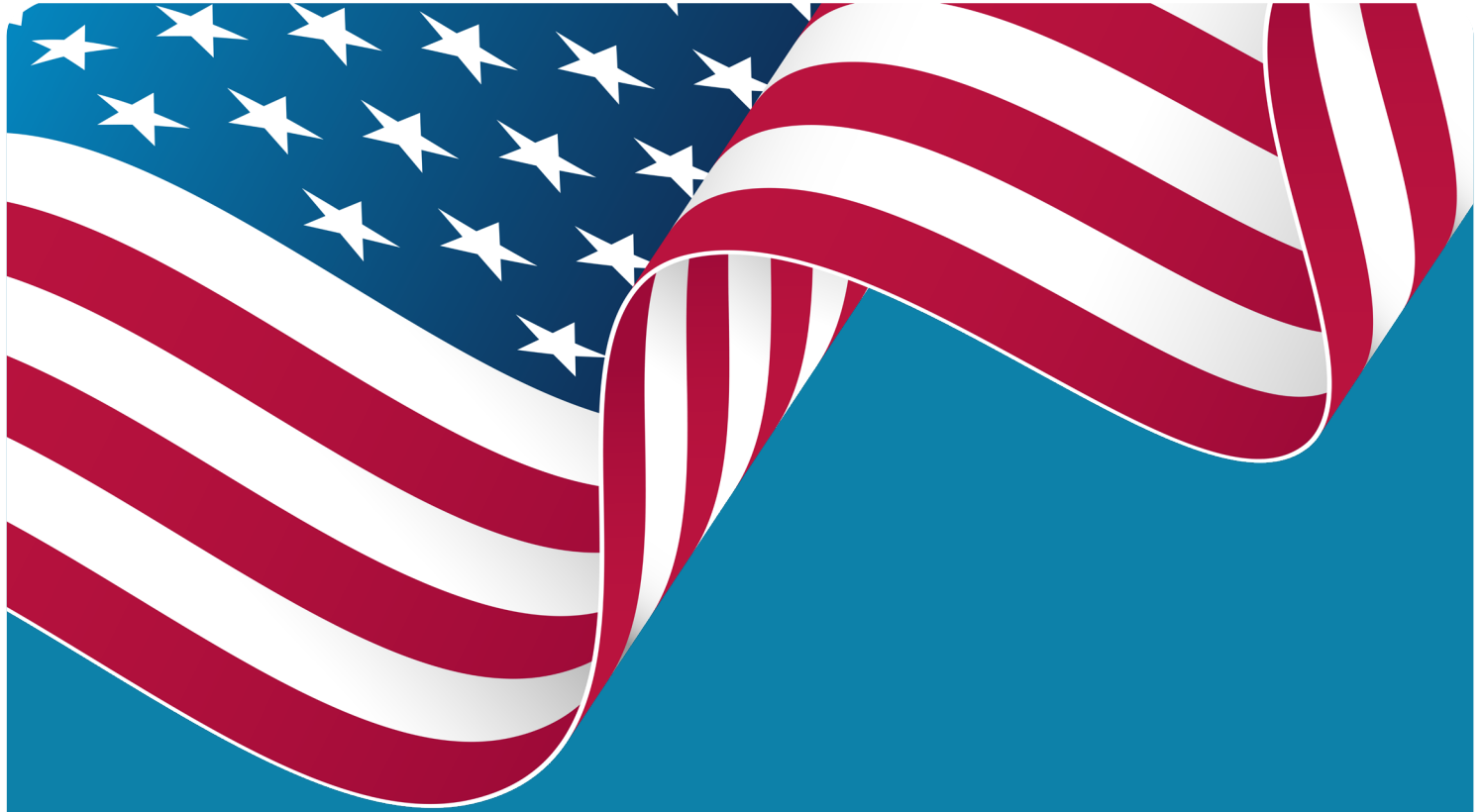
We're grateful to our Spectrum Health teams who bring their hearts to their work and communities.

Personalized services and programs to prevent disease and to improve care and coverage matter here—inside and outside the walls of Spectrum Health.

Improve health, inspire hope and save lives.™



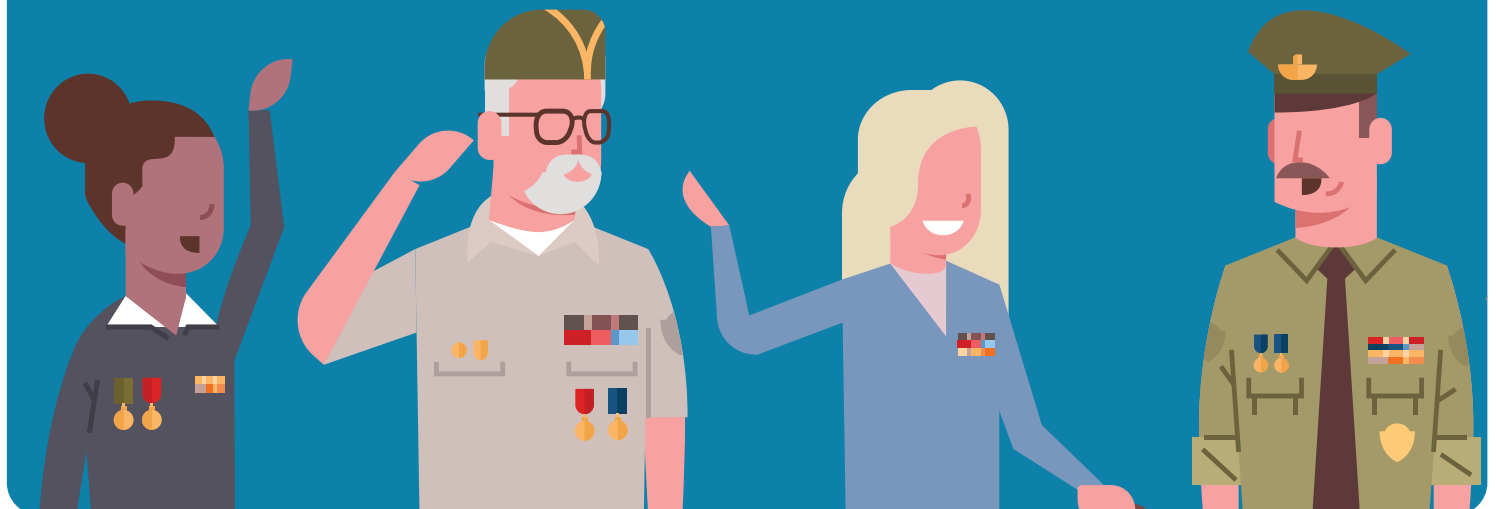




# Veteran's Month

November 2022

Active Service Members and Veterans attend  
all November WMPMI events for free!





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# Emotional Intelligence for Project Managers



## Project Management: a mix of hard and soft.

- “Soft skills” important for project managers include leadership, trust- building, conflict management, motivation, empathy, and social skills.
- Innovation is both a product of, and produces the need for, these skills; new thoughts can’t happen or be carried out to completion without these skills.
- You must develop these skills, but also assist in developing these skills in your teams.

## CONSIDER THESE TIPS BEFORE ANY PROJECT

### Leadership

Think “transformation” before “transaction.” Before processes and control, consider what will inspire people to carry out their tasks. Stand shoulder to shoulder looking at the work.

### Trust-Building

Everyone wants to flourish. Ask how you can support every individual, team, department, organization, corporation, customer, shareholder, and environment to succeed at tasks.

### Conflict Management

Self-awareness and self-regulation are key. Recognizing and reacting to your emotions will allow you to do the same with others. Engage in the ethical manipulation of others.

### Motivation

Everyone is compelled differently. The best work comes from intrinsically motivated employees. Finding your motivation, and that of your team, will speed project completion.

### Empathy

Understand where others are coming from. Increase this skill by setting points inside a day, week, project, or timeline for honest and open sharing; act on the information given.

### Social Skills

Plan for times of interaction. Some task-focused people will have difficulty with the human side of work; be deliberate in verbals, eye contact, body language, and gestures.

# Notes





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PMI Western Michigan Chapter  
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Grand Rapids, MI 49508

[www.wmpmi.org](http://www.wmpmi.org)



*All events subject to change, per discretion of WMPMI.*