Propel yourself and your organization to a higher level of performance.

Contextual Intelligence Workshop™
Smart Leadership for a Constantly Changing World
The Nuts and Bolts

Why attend this workshop?

Contextual Intelligence is about better leadership! The world is experiencing an unprecedented pace of change. These dynamic conditions mean that leaders and top performers must intelligently navigate and adapt to constantly changing environments. This reality requires a new understanding of leadership, one that includes flexibility, adaptation, and resilience.

Leadership can often be elusive, but individuals and organizations cannot afford its absence. Today’s leaders and organizations must be able to work across boundaries, regardless of social differences, and collaborate in spite of conflicting stakeholder values. Effective leaders must leverage the ability to influence anybody, anytime, anywhere. The Contextual Intelligence Workshop™ offers a skill set and a fresh perspective of leadership where the individual and organization can more effectively navigate the volatility, uncertainty, complexity and ambiguity of the global marketplace. By taking a fresh look into the variables that contribute towards creating context and integrating that with a concept of intelligence that is rooted in effective behaviors instead of intellectual prowess we can develop a clearer understanding of how contextual intelligence relates to the business of decision-making, leading, and relating to people.

- **Context** is the interwoven artifacts in the background of an event or situation; an integrated pattern of interrelated attitudes, experiences, and behaviors that create a unique situation.
- **Intelligence** is the ability to accurately diagnose and appropriately respond to the environment.

Understood together contextual intelligence is the ability to recognize and describe the patterns of interrelated artifacts inherent in events or circumstances, which result in an intentional adjustment of behavior in order to exert influence.

Attend this workshop and take significant strides toward becoming a more contextually intelligent leader.

A pilot must of necessity pay attention to the seasons, the heavens, the stars, the winds and everything proper to the craft if he is really to master the ship.  

- Plato
This workshop is designed to explore and expand the leadership and decision-making performance of individuals, managers, and leaders. Too often leadership becomes a passive process based solely on outdated models of the past. The goal of this workshop is to help you understand leadership from the perspective of a context rich and fluid environment, and offers you a framework to understand and organize the various complexities and speed at which information comes at you.

**What you will learn.**
- Learn how and why contextual intelligence is an integral piece to successful performance.
- Learn about the three elements of 3D Thinking (hindsight, insight, and foresight).
- Learn the 12 behaviors of contextual intelligence
- Learn how to better respond to sudden or rapid change.
- Learn how to overcome the four obstacles to contextual intelligence.
- Learn why in one environment you succeed and in another you struggle.

**Workshop Details**
- One and half (1.5) day format
- 9 contact hours
- Includes CI Profile™
- Accommodates various group sizes

**Contact for more Information**
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**Outcomes of the workshop**
- Improved leadership performance.
- Better and more informed decisions.
- Improve your ability to leverage Hindsight, Insight, and Foresight.
- Improve your ability to contribute to teams.
- Gain a clearer perspective on what shapes your values.
- Accelerate your ability to contribute in a new context.
- Better appreciate the contribution of diverse stakeholders.
- Clearing insight into how your experience influences your leadership behaviors.
Workshop Outline

**Contextonomics™**
Explains the theoretical framework, key descriptions, and concept behind the contextual intelligence model.

**Key talk points:**
- Where did contextual intelligence come from?
- What are the major elements of the contextual intelligence model?
- What differentiates the contextual intelligence model?
- How does CI enhance leadership?

**Non-Newtonian Thinking: Leveraging Complexity**
Explains the key differences between complexity and complication. Describes how the contemporary business landscape is complex and not necessarily complicated. Describes how adopting a complexity-based view is more relevant to solving problems in today's global marketplace.

**Key talk points:**
- What is complexity?
- How does complexity differ from complication?
- What are the main elements of chaos?

**Synchronicity: Leveraging Experience**
Describes Carl Jung's concept of synchronicity and how it can be used to make the meaning out of a variety of different experiences. Explains how you can use experiences that appear to be unrelated or irrelevant to enhance your ability to influence others and contribute immediately in new or novel situations. Offers solutions for organizational "siloing."

**Key talk points:**
- How do I organize and remember my experiences?
- Why do I compartmentalize memories and experiences?
- Why does siloing occur?

**3D Thinking: Leveraging Time Orientation**
Discusses the convergence of the three time orientations of past, present, and future. Explains how time orientation can be leveraged to think holistically and make better informed assessments and decisions.

**Key talk points:**
- What is hindsight?
- What is insight?
- What is foresight?

**12 Behaviors of Contextually Intelligent People**
Identifies and describes the 12 empirically-based contextual intelligence behaviors. Describes how the 12 behaviors are organized into the three time orientations.

**Key talk points:**
- What are the 12 behaviors?
- How can I develop the 12 behaviors?
- How do the 12 behaviors work together?

**Tacit Knowledge: Leveraging Intuition**
Explains the nature of knowledge and how we come to know things. Gives meaningful insight on how to isolate and identify knowledge formation.

**Key talk points:**
- How is tacit knowledge different from explicit knowledge?
- What is a tacit moment and intuition?
- Can intuition help me make better decisions?

**Actions Steps for overcoming obstacles and implementing**
Describes in detail the four dominant obstacles to practicing contextual intelligence. Identifies the solutions to those obstacles and outlines 14 specific action items that help to implement contextual intelligence immediately.

**Key talk points:**
- What are the obstacles to contextual intelligence?
- How can we overcome the obstacles?
- What action steps can we implement to begin practicing contextual intelligence today?

**Other Critical Talking Points**
- How can I best implement can make use of the results from Contextual Intelligence Profile™?
- How can I diagnose my individual contextual intelligence as well as my group or organization’s contextual intelligence?
- How does contextual intelligence facilitate organizational performance and leadership?
- How can contextual intelligence fit within the organizational culture of my organization?
PRAISE FOR CONTEXTUAL INTELLIGENCE...

As a leader of a multibillion dollar holding company, now retired, I wish that I would have had the writings and thoughts from Matt Kutz. His book should be included in every leadership program taught today. This is a great book.

Edward J. Reiter, CEO and Chairman (Retired), Sky Bank (formerly Mid Am Inc.)

The tenets of Contextual Intelligence are increasingly critical for today’s business leaders. Through both his counsel and presentation, Dr. Kutz skillfully balances academia and real-world, making CI not only relevant for leaders, but actionable.

Patrick Blair, Global Business Services, Procter & Gamble, Cincinnati, OH

This is higher learning that actually works in the real world. That is because his principles are transformational in your personal life as well as your workplace.

Jim Oddy, CEO, Community Sports Network & Genesis Village; Founder, YES FM Radio Network

It is hard to imagine anyone who would not benefit from learning about Dr. Kutz’s Contextual Intelligence Model!

Dr. Gretchen Carroll, Ed.D., JD, MBA; Director, MBA Program, Tiffin University

Matt is a present day leader … The 12 competencies identified by Matt are goal posts for us all to aspire to if we are truly to be leaders of influence. I would recommend Matt’s work as a core text for any leadership program.

Dr. Anita Bamford-Wade, Head of Nursing; Auckland University of Technology

If you are ready to go beyond the conventional leadership mantras and gain practical and powerful insights that work in the real world of organizations, this is the book to read. If you are an emerging or experienced leader you will not want to miss this book – powerful and compelling!

Dr. Bobby Hill, Director, Center for Christian Thought and Action; Regent University

Matt’s new book, Contextual Intelligence: Smart Leadership for a Constantly Changing World was recently honored for Innovation and Cutting-Edge Perspective by the 2013 Leadership Book Awards

Available that these and other booksellers
The Contextual Intelligence Model™ delineates 12 specific behaviors that center around the need to embrace complexity, profit from synchronicity, and identify sources of tacit knowledge. The 12 behaviors are organized within a convenient 3D Thinking Framework™ (i.e., leveraging hindsight, insight, and foresight) and when demonstrated performance is able to keep pace with rapid and unexpected change. Developing Contextual Intelligence can help you diagnose your environment so that you can exercise influence in multiple contexts with a variety of different people and groups and helps adapt to uncertainty and ambiguity.

DO YOU THINK IN 360 DEGREES? IF NOT... YOU CAN!

The Contextual Intelligence Profile™ (CIPROfile.com) is a way to inventory the behaviors contextually intelligent people demonstrate; as well as assess how those behaviors converge into your 3D Thinking (hindsight, insight, and foresight).

The CIPROfile™ is a multi-rater assessment that consists of 48 self-rated questions and 15 peer-rated questions (can be distributed to up to 5 peers) designed to conveniently evaluate your current level of Contextual Intelligence.

CONTEXTUAL INTELLIGENCE CAN BE MEASURED

The Contextual Intelligence Profile produces five graphs that help you conveniently determine your overall Contextual Intelligence, 3D Thinking capacity, and how each of the CI behaviors contribute to your 3D time orientations. These graphs are valuable resources in the development of your Contextual Intelligence learning plan. They provide valuable insight on where to begin and what to focus on to increase your Contextual Intelligence.
Matthew R. Kutz (Ph.D.) developed the Contextual Intelligence Model™ and Contextual Intelligence Workshop™. He is an award-winning professor, award-winning author, and Fulbright Scholar. He is passionate about helping others achieve high-level leadership and outstanding organizational performance. He is a member of the faculty in the College of Education and Human Development at Bowling Green State University. His teaching, research, and leadership development interests are in reaching the highest levels of corporate performance and facilitating all facets of leadership and change initiatives. Matt has been the recipient of several awards including, faculty service and service-learning awards, teaching awards, outstanding alumni awards, and multiple Who’s Who awards. His most recent book, Contextual Intelligence: Smart Leadership in a Constantly Changing World was honored for Innovation and Cutting-Edge Perspective by the 2013 Leadership Book Awards. He is also the author of a widely used textbook within allied healthcare education on the integration of leadership and management. In addition to his books and textbooks he has published dozens of articles and papers in 11 different academic and professional journals.

Matt is active in leadership consulting and corporate leadership development with clients from multinational, Fortune 500, NGO’s, and grassroots organizations including: ProMedica Health Systems, Procter & Gamble, Marathon Petroleum Company, Airtel Ltd, and World Relief. Matt also served as a Fulbright Scholar to the University of Rwanda, and has worked and lectured in a dozen different countries around the world. Matt earned his B.A. from Anderson University, two graduate degrees (M.S. & M.Ed.) from the University of Toledo, and his Ph.D. in Global Leadership with a specialization in Organizational and Corporate Management from Lynn University. He is member of the Ethics and Professional Standards Committee for a national accrediting agency in the USA as well as Associate Editor for a USA-based Athletic Training Education Journal.

An expert in human performance, Matt leverages his experience with elite athletes to bring practical and real insight to his leadership development programs. Matt has spent two decades working with elite athletes and top performers around the globe, including: Olympic athletes at the United States Olympic Training Center in Colorado Springs, head athletic trainer with USA Track & Field’s international competitions in Balneário Camboriú, Brazil and Seoul, South Korea, and served as a consultant to the Honduran Olympic Committee and Rwandan National Olympic and Sport Committee. In addition to that, he serves on the leadership board at Foundation Stone Christian Church in Northwood, Ohio and is married to his best friend and love of his life Angie (Dunn); together they have two sons Nathan, and Jonathan, and live in Perrysburg, Ohio.