



# Top 10 Presentation Topics



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## Hiring Strategies for 2026: The Human Side of Tech-Driven Hiring

### Summary

Today's hiring paradox — fewer postings, tougher competition — demands smarter practices. This session pairs skills-first hiring and AI workflows with behavioral assessments to improve quality-of-hire, culture fit, and retention. Leave with a playbook for hiring faster and wiser, without losing sight of what matters most: people.

### Learning Objectives

- Identify the 2026 shifts in hiring.
- Pinpoint where AI boosts efficiency vs. where human judgment wins.
- Use behavioral assessments to predict performance and strengthen teams.
- Apply a hiring playbook: success profiles, structured interviews, job previews, and retention-focused onboarding.

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## Bridging Generations, Building Success: Unlocking the Power of a Multigenerational Workforce

### Summary

Serve, sell, and collaborate across four generations without stereotypes. Use behavioral insight to harmonize expectations, communication preferences, and work styles, turning age diversity into stronger relationships, loyalty, and growth.

### Learning Objectives

- Understand decision-making drivers across generations.
- Adapt communication to varied preferences.
- Build shared norms for improved trust and consistency.
- Use quick-start tools to connect and retain multigenerational talent.





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## The Modern Employee Lifecycle Playbook: From Onboarding to Offboarding

### Summary

Create a consistent, people-first experience across the employee lifecycle. Use behavioral insight to design onboarding, development, recognition, and dignified offboarding that builds trust, engagement, and performance.

#### Learning Objectives

- Architect onboarding that accelerates role clarity and belonging.
- Build a development system (skills + behavior) that scales.
- Design recognition and well-being practices that actually stick.
- Close the loop: knowledge capture and alumni advocacy through thoughtful offboarding.

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## From Managing Work to Leading Outcomes

### Summary

Shift from task orchestration to outcome leadership. Use clear goals, coaching, and behavioral insight to drive accountability, adaptability, and results, especially in hybrid, cross-functional teams.

#### Learning Objectives

- Define outcome leadership and set measurable, compelling goals.
- Tailor coaching and decision-making to behavioral profiles.
- Build psychological safety with high standards and clear norms.
- Scale leadership through peer coaching, mentoring, and cadence rituals.





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## Leading with Impact: Nurturing Authentic Leadership

### Summary

Authenticity is a performance advantage. Discover and refine your leadership style anchored in strengths, values, and behavioral wiring. Build trust, inspire followership, and adapt your approach to diverse personalities.

#### Learning Objectives

- Map your strengths and values to a clear leadership identity.
- Practice adaptive leadership, flexing style to team needs.
- Communicate with credibility and warmth to build trust.
- Create daily habits that reinforce authentic, impact-driven leadership.

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## Emerging Leaders: Amplifying Your Skills for Career Growth

### Summary

Step into leadership with confidence. Translate your behavioral strengths into influence, problem-solving, and team development. Move from “me” to “we” and accelerate your path.

#### Learning Objectives

- Communicate to influence across levels and functions.
- Solve problems under pressure using adaptive thinking.
- Coach peers and direct reports for growth and ownership.
- Build visibility and credibility through outcomes and relationships.





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## The Manager Mindset Shift: Coaching, Not Controlling

### Summary

Modern managers don't just manage tasks; they develop people. Use behavioral insight to deliver feedback, build trust, and grow capability, unlocking performance and engagement.

#### Learning Objectives

- Adopt a coaching mindset with practical frameworks.
- Personalize feedback and development by behavioral style.
- Create autonomy with accountability via clear expectations.
- Establish weekly rhythms that build momentum and mastery.

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## Conflict → Clarity: Rapid Resolution Skills for Modern Teams

### Summary

Resolve tensions quickly with a simple diagnostic and behavior-aware approach. Move teams from friction to focus without lingering resentment or lost velocity.

#### Learning Objectives

- Diagnose four common conflict sources: goals, roles, process, and values.
- Use behavioral lenses to tailor resolution strategies.
- Coach through recurring stumbling blocks constructively.
- Track cohesion and make norms visible and durable.





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## Behavioral Intelligence for Better Decision-Making

### Summary

Better decisions come from understanding how people naturally process risk, data, and trade-offs. Build a shared decision framework that reduces bias and speeds execution.

#### Learning Objectives

- Identify decision patterns by behavioral style.
- Improve cross-functional alignment with clear decision rights.
- Use collaborative models (DACI/RAPID-style) tailored to your team.
- Measure decision quality and velocity to drive outcomes.

## 10

## Coaching Salespeople for Peak Performance

### Summary

Update your sales coaching playbook for tech-enabled buyers. Blend behavioral insight with pipeline quality, deal strategy, and coaching rituals that drive momentum and consistency.

#### Learning Objectives

- Diagnose seller styles and tailor coaching to strengths/challenges.
- Improve pipeline quality: ICP alignment, opportunity scoring, and next-step clarity.
- Coach for momentum: call plans, objection handling, and multi-threading.
- Reinforce habits: pre-briefs, debriefs, and weekly performance huddles.

