



Excellence in **the New Normal**

2010 APICS International Conference & Expo

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# Think **NAKED** for Chapter Leaders

Volunteer Leadership Workshop (VLW) – Sunday, October 17, 2010

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Best Practices for Global Supply Chain  
and Operations Management



# Today's Objectives

- Identify and challenge the negative thoughts that are holding your chapter back
- Identify the value that APICS brings to your community
- Develop goals, action plans and accountability to deliver value to your marketplace



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# Let's Get NAKED!!!

- Drop Your Can'ts
- Loosen Your Nots
- Let Go of Your Buts

*The only thing you have to fear is fear itself!!!*



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# Relax!

- It's not about what you are wearing
- It's about the thoughts that are wearing you down!
- Thoughts drive words and actions



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# Exercise!

5 minutes in teams:

Write down all the negative thoughts you hold about your chapters:

*Current Market*

*Membership*

*Ability to conduct courses*

*Ability to recruit volunteers*



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# Exercise!

5 minutes, same teams:

Write down all the reasons why you are:

An APICS member

An APICS volunteer

Convinced that APICS provides value



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# Take 100% Responsibility

You Have to Give up:

- Blaming
- Complaining
- Justifying

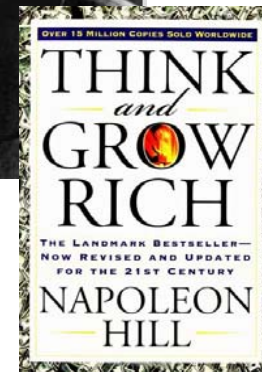
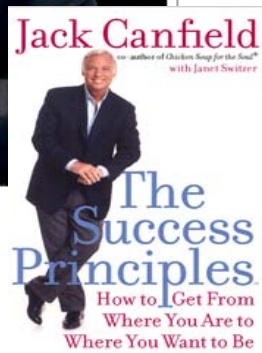
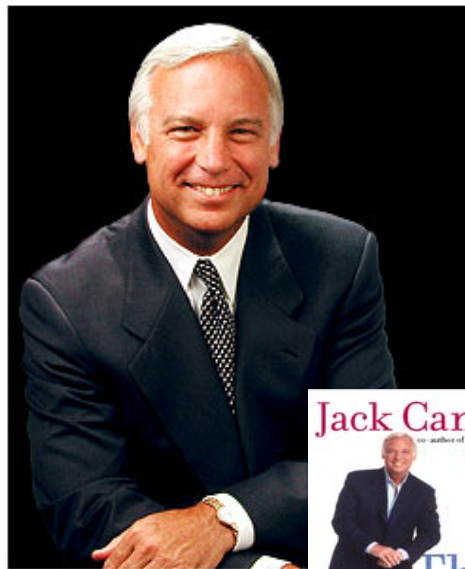


# Turnaround Thinking

- “We can’t” becomes “We can”
- “We’re not” converts to “We are”
- “Nobody wants” turns into “Somebody needs”
- Costs 2 bucks for:  
Blaming, complaining,  
Defending and justifying!!!



# Super Successful Individuals



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# Habits of the Super Successful

- Take 100% Responsibility
- Have unusual clarity
- Set SMART goals
- Take action to make goals reality
- Hold themselves accountable



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# Thinking NAKED!



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**APICS**  
The Association for  
Operations Management®

# Think Give, not GET

Give away value:

Website content

Blogs

E-news

Pdfs

Reading lists



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# Questions?



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# Thank You!

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