

## Series Overview:

StockTheMind makes organizations stronger by providing the tools to create projects with clearer goals, shorter timelines and a direct alignment to the business strategy. We re-engineer businesses to deliver their services faster, better and less expensively. Our Lunch N' Learn series of seminars are designed to provide valuable insight and best practices for delivering great results quickly and consistently in changing economic times.

## Lunch N' Learn Seminar Topics

Contact us at [info@stockthemind.com](mailto:info@stockthemind.com) for other titles about ITIL, Agile, Compliance and Portfolio Management

### 1. The Sales Side of Project Management

#### Getting Buy-In from Stakeholders

Does your team have great ideas for new projects that never get to see the light of day? Their sales pitch may be the problem. Make stakeholders stand up and take notice using great sales techniques. Learn our top five secrets for quickly getting and keeping the support of key people.

### 2. Project Management for Human Resources Professionals

#### Aligning HR Strategies, Policies and Development Programs with the Business

Successfully aligning HR initiatives to the ever changing needs of the business world can be the difference between consistent growth and losing ground competitively. Learn how HR departments can utilize key project management tools in strategic planning, communication and risk planning to drive strategic business decisions.

### 3. Deploying PM Methodologies in the Real World

#### Avoiding the Top Five Pitfalls and Trapdoors

Discover how to avoid the top five pitfalls and trapdoors that can derail the organizational transformation towards a results-driven business environment. Participants will learn how to use winning strategies in strategic planning, performance management, sales and negotiation to gain supporters, achieve quick wins and create ongoing success.

## Speaker Profile: Simone Brown, PMP



Simone Brown is the Principal Consultant and Founder of StockTheMind LLC, a strategic IT and project management consulting firm. She is a management consultant and public speaker who routinely creates opportunities for organizations to improve their people, performance and profits. Simone is an electrical engineer with certifications in both Project Management and Lean/Six Sigma. Her areas of expertise include strategic planning, business process improvement and project management. Her experiences in aligning business strategies with operational capabilities and project management tools across industries like supply chain logistics, higher education and financial services has created lasting value for StockTheMind's clients.

## Event Logistics:

1. We'll come to you
2. You provide lunch
3. We'll provide the speaker
4. Contact us about our group rates