



## Agenda

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## How to Design a Personal and Business Pivot

**Instructor(s):** Greg Githens

**Length:** 1 hour

**Prework:** None

**CEUs:** 0.1/see below for PDU breakdown

**Level:** Intermediate

**Training Topic:** Business Skill Enhancement

**Subtopics:** Resource Management, Decision Making Techniques

### Training Description:

A pivot is a deliberate change in direction toward growth and opportunity. Organizations use pivots to adapt their resources to better fit their environment. Individuals can pivot their career narrative. This training provides several examples of individual and organizational pivots and uses them to show you specific lessons and actionable practices.

### Learning Objectives:

*Upon completion of this training, learners will be able to:*

- Identify essential design elements: pivot points, leverage, concentration of effort, narrative.
- Stimulate insights by managing anchors and reframing.
- Improve his/her resume and personal brand.
- Explain why cultural strengths can serve as an effective pivot point.

### AGENDA

- Introduction
- Story anchors, frames, reframing
- Example of story anchors and career pivot
- A key question: Where is this all going?
- Anticipatory assumptions
- Pivoting your career narrative
- Rethinking expertise and conventional resume formats
- Elements of pivot points and pivoting
- Business pivoting examples
- Trend: Away from efficiency and towards resilience
- Designing a pivot: Narrative, anticipation, insight, leverage (NAIL)
- Strengthen the pivot point
- Bouncing forward
- Wrap-up: Q&A

**Professional Development Units (PDUS)** are one-hour blocks of time spent learning, teaching others, or volunteering. By attending this course, you will be able to achieve the following PDUs as learning hours to apply for PMI certification or to maintain your certification status with PMI. [View](#) how your PDUs align with the PMI Talent Triangle®.

	Technical	Leadership	Strategic	Total
<b>CAPM® / PMP® / PgMP®</b>	0	0.5	0.5	1.00
<b>PMI-ACP® / Agile*</b>	0	0.5	0.5	1.00
<b>PMI-SP®</b>	0	0.5	0.5	1.00
<b>PMI-RMP®</b>	0	0.5	0.5	1.00
<b>PfMP®</b>	0	0.5	0.5	1.00
<b>PMI-PBA®</b>	0	0.5	0.5	1.00



*\*Please note that the asterisked row above applies to the PMI® Agile Certification journey and includes DASM™, DASSM™, DAC™, and DAVSC™ certifications.*