

# Emotions Drive People :: People Drive Performance

The best product won't sell if customers feel disconnected.

Key employees won't stay when they don't feel valued.

An elite team falls apart if there's a shortage of trust.

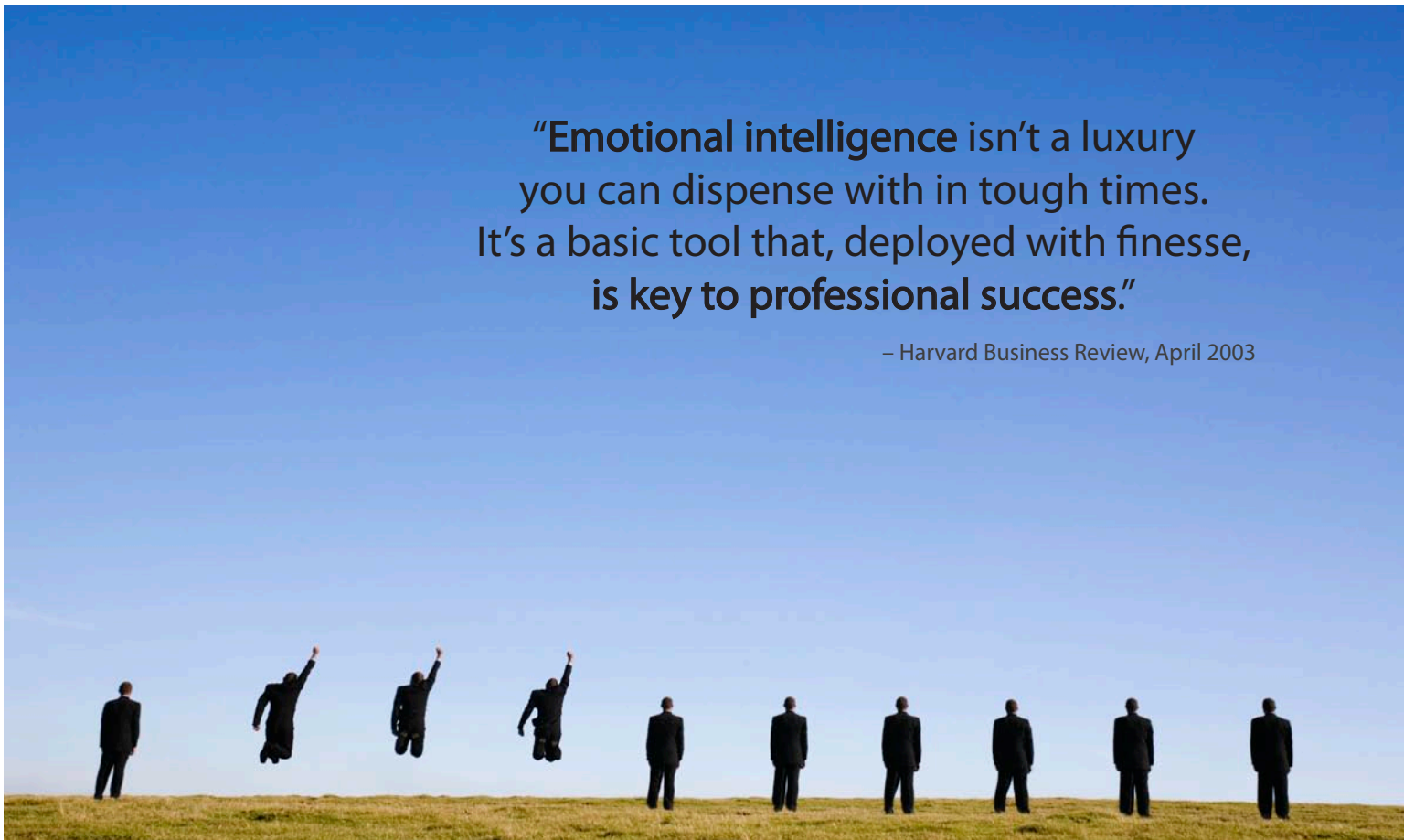
On the other hand, with a minimal investment you can create the capacity to transform these potential problems into key success factors.

Six Seconds:

We partner with leaders to create a climate where **teams excel** and **talent thrives**.

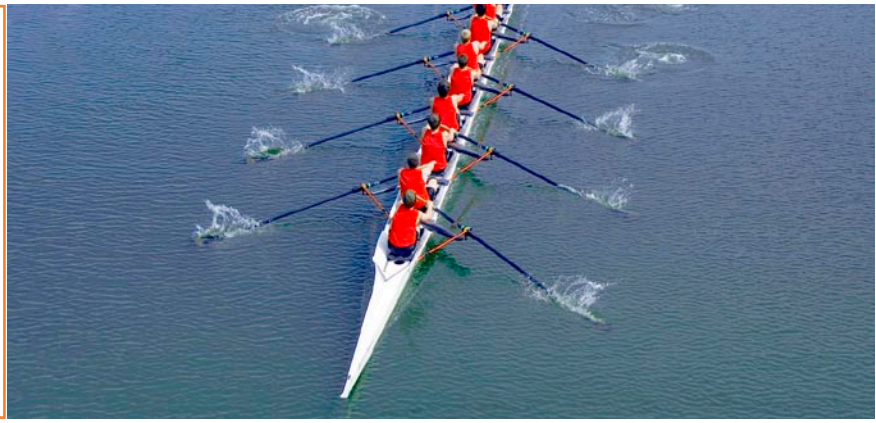
**“Emotional intelligence isn't a luxury you can dispense with in tough times. It's a basic tool that, deployed with finesse, is key to professional success.”**

– Harvard Business Review, April 2003

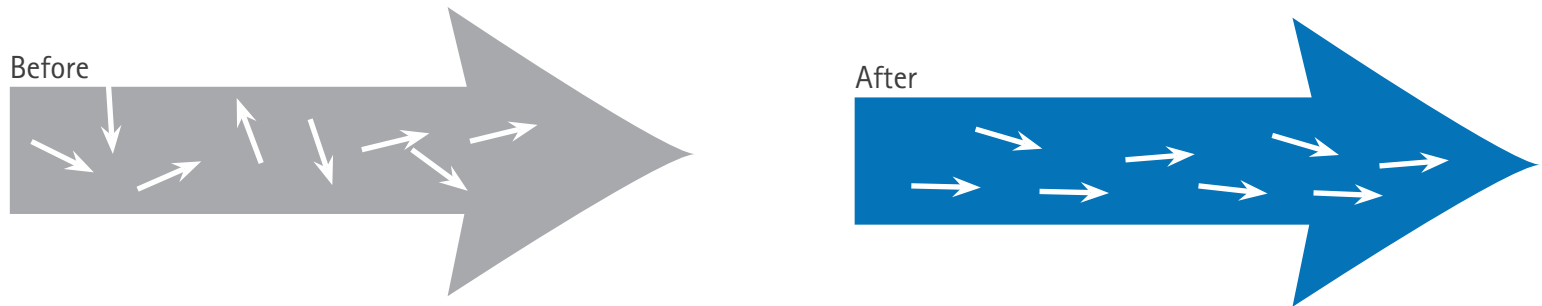


“...one of the best pieces of consulting I’ve seen in 30 years as an executive ...”

- George McCown, Managing Partner,  
McCown De Leeuw & Co., Inc.



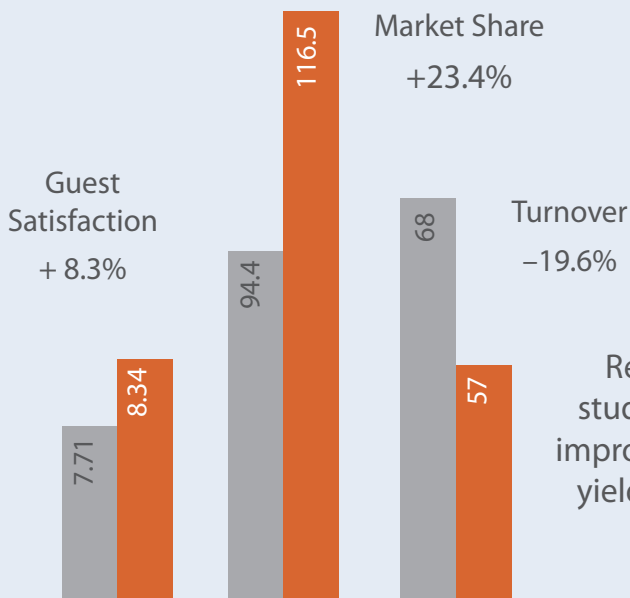
Partnering with Six Seconds you access proven, customized, emotionally intelligent solutions that get your people on board and rowing together.



While most organizations have a strategic direction, few are truly engaging their people to fully participate. To do so, leaders must see more clearly and understand what really drives people – not just the superficial motivators, but the deep human needs that inspire exceptional commitment. Leaders who first inspire feelings like trust, hope, commitment, belonging, and care build a powerful connection with people. Then together they set a direction, one worth achieving.

The first step is helping leaders become smarter about the people-side – more intelligent with emotions.

## Organizational Climate Change at the Sheraton Studio City Hotel



Request the case study to see how the improvement in climate yielded these results.

“Six Seconds helped uncover the underlying issues which hindered our performance. In many cases we were unaware of these issues, and each session with Joshua Freedman helped us move toward resolution and boost the positive momentum. While it’s not a totally causal relationship, I think it is more than coincidental that our actual market share was 119.8% of our fair share in the last quarter.”

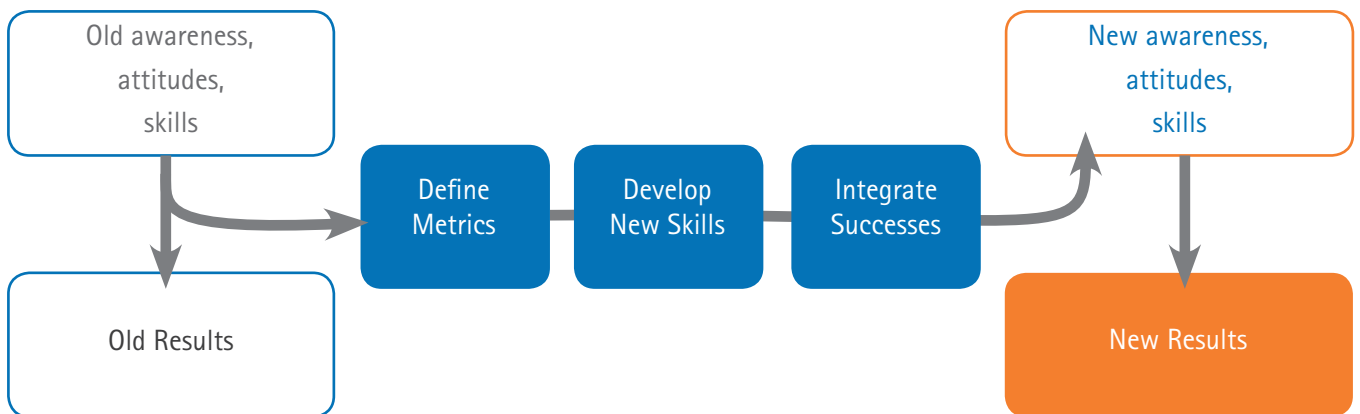
- Grant Bannen, General Manager  
Sheraton Studio City Hotel



“One of the best training courses I ever attended.”

– Saeed Albishi, Div HR Manager, Almarai

From a 1-day program to a 6-month intervention, Six Seconds’ clients save time and money and get solid results by focusing on what matters and applying proven learning processes that help people change.



We measure key indicators then develop the applicable skills that drive performance. This approach easily proves ROI to make interventions scalable and sustainable. Six Seconds focuses on learnable, applicable skills that drive performance. Rather than a technique or a one-time tool, building intelligence increases capacity so people become better problem-solvers, innovators, collaborators, followers, and leaders.

## Selected Client Projects



“I highly recommend Six Seconds emotional intelligence programs - except to our competition.”

- Bill Ney, SIS Global Customer Training Manager, Schlumberger Information Solution



You've got challenges? Let us help you create a solution that works. For example...

“Where are we going to get our next generation of leaders?”

Solution: A customized ongoing leadership program to identify high-potentials, measure their skills, and develop their capacities.

“How do we get our people on-board to accelerate critical changes?”

Solution: “Inside Path to Change” training so managers understand the “people side of change” and speak the same language.

“How do we unify the systems and cultures from a string of M&As?”

Solution: Ongoing intervention to clarify the needs for the new company to achieve its vision, then integrate metrics, training, coaching, and system to create alignment.

“What will allow our cross-functional, cross-cultural teams to actually collaborate?”

Solution: Train your trainers (or use ours) to deliver the “EQ Leader” program which empowers team managers to foster quality team work.

“How do we attract and retain the best people – especially in these complex times?”

Solution: Measure the current climate and develop strategy to make a “best place to work.” Meanwhile conduct “star performer” research to see what sets high performers apart – then integrate systems to hire and develop those people.

## Call us today

Contact: Andreas Olsson  
Phone: +971 50 457 4623

Email: [andreas@6seconds.org](mailto:andreas@6seconds.org)

Web: [www.6seconds-me.com](http://www.6seconds-me.com)



Bologna • Beijing • Brisbane • Dubai • Kuala Lumpur • London • Singapore • San Francisco

Working with Six Seconds, your organization will access exceptional talent, best-in-class training, and compelling metrics. We offer 35 years experience helping people learn these essential skills, an extensive array of tools for change, and an unparalleled team of consultants, coaches, researchers, and trainers on six continents.

### Clients can expect:

- Solutions that get to the heart of the matter – you will gain new insight into organizational needs and skills to unlock human capacity.
- Consultants who bring both head+heart to the game - our professionals are insightful, courageous, and effective - we practice what we teach.
- Practical advice that's based on the latest research – we're not academics, but we are serious about science (we conduct a great deal of applied research, and our Advisory Council includes many of the top scientists in the emotional intelligence domain).

At least 10% of all our income goes to support programs for teachers, parents, and children around the globe.

