

2020

There is an “I” in TEAM

(Interaction, Ideals and Influence)

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Rehearse Your Future



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Hector Ray – Author Career and Life Changing Champion



Hector Ray career has expanded for over 37 years of corporate experience with IBM as a Global Enablement & Technology Executive. Today he is a Career & Life changing Champion, and has done 100s of inspirational career and life changing talks based on his personal experience starting at the bottom of the corporate ladder.

Being a minority himself, Mr. Ray knows what it takes to succeed. He emigrated to the U.S. with his family in 1966, grew up in South Florida, and applied to IBM seven times before they ever took notice. He started as a tape librarian on 3rd shift; he’s traveled from continent to continent bringing his energy, enthusiasm, and sensible advice to organizations and individuals across the globe.

He speaks on technology, innovation, career and life making decisions. He not only believes, but he’s proof that you don’t need talent to succeed, but everything else counts. He’s an inventor and has a B.A. in management from Barry University and Executive MBA in Technology & Innovation Patent Commercialization from Florida Atlantic University.

He's also held numerous technical support responsibilities and has worked with the Fortune 1000 and midmarket companies relating to their e-business strategies. He played a key role in areas like; software branding responsible for cloud marketing. He's held key technical support roles related to commerce solutions, cloud computing, analytics, cognitive business and mobile computing. Hector has been a frequent presenter at many customer conferences relating to personal development *i.e. why professionalism still matters, thinking habits, career planning, leadership*, and with his background in technology he brings the latest in industry innovation and trends.

Hector has held numerous technical staff, management and project management positions in Information Systems. He was IBM’s information systems manager supporting global manufacturing and laboratories.

Early in his career he worked in the Human Resources as employment manager and college recruiter during his 37 years with IBM. He's been a guest lectured at, Florida State University, University of Maryland and University of Nebraska on technology trends and personal development strategies. Today he is an associate professor at Palm Beach State College and is the author of two books: ***“You don’t need Talent to Succeed, but Everything else Counts”*** and ***“Becoming better than we used to be”***

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Program Descriptions and Objectives: Great teams take time to ask what if, why, and why not. We exercise our intuition, our imagination, and our ingenuity—all critical i’s to high performance teamwork.

We learn to suspend judgment and open our minds and our hearts, allowing us to “wake up” and become aware of information and insights we never saw before. In doing so, we gain intelligence, another critical i in teamwork. We experience paradigm shifts, a reprogramming of the habitual mind. We shift from me-opic to we-opic vision, transcending independent thinking and unleashing interdependent power. We let go of insecurity and limiting beliefs and develop trust within the team. In doing so, we uncover win-win solutions, mutually beneficial results that defy the assumptions of scarcity. There is no better way to do this than through healthy, cooperative teamwork, the very process of challenging one another to find a better way for everyone. There is no “I” in team...there are many.

Hector developed the following program to increase awareness and help individuals activate team work through Integrity, Involvement and Influence.

Topics of Discussion / Agenda:

Welcome

Introduction of the day objectives

Introduction of guest and students

Session-1 “Team Building through the “I’s” in Team

Session-2 “Differences in Team Members” Getting through the Conflicts”

Break

Session-3 “Building and Maintaining Team Collaboration, the Methods”

Session-4 “Lead-er-Ship without Permission”

Summary & Closing

1. Team Building through “I’s” in Teams!!

Effective organizational or team performance is based on a clear understanding of the shared goals, strategies, and work plans, along with the individual roles and responsibilities of team members. Equally important are interpersonal qualities of collaboration, communication, and coordination. Working in tandem, these perspectives determine a team’s ability to achieve and sustain high performance, making teambuilding a necessary companion to the operational and programmatic efforts of organizational capacity strengthening. This session will provide reminders, personal assessment and answers why the three C’s matter more today than ever before.

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2. Differences in Team Members, getting through the Conflicts!!

It’s an introduction to differences in team members and how differences can become an asset. In addition to different gender, cultural, and linguistic backgrounds, we also each have different preferences and experiences. We see the world through different perspectives—as if we were looking into a room through different doorways—we see the same thing but from a different perspective.

This session is a discussion of how culture plays a role from a global point of view. Involving immediate colleagues or even through partnerships and inter-organizational work relationships. Each culture places varying emphasis on and expresses task and support functions in different ways.

3. Building and Maintaining Team Collaboration, the Methods!!

In order to be effective, teams must achieve their purpose and meet their responsibilities (*task*). We are all familiar with tools such as project planning, staff meetings, etc., that help us with *task* functions. Yet, human beings are more than just our work. We also need *support* to maintain positive relationships. Things we do on this side include socializing, celebrating holidays, sharing meals together, and even having ways to resolve conflict. These two functions are interconnected and must work together in balance, like the wheels of a bicycle. If one tire or the other is flat, the entire bicycle is affected. This session we will discuss the link that we all have to make a team effective and productive.

4. Lead-er-Ship without Permission!!

"You can manage people, but people prefer to be lead". Leadership is a dialectical, pro-active process wherein an individual persuades others to do something they would not otherwise do. We need to learn how to empower our skills, enhance our competence and energize our "serving leadership" power. Most people think only executives, managers, and project leads possess any leadership skills, but the facts reveal another truth - the ability to lead others is held by those who know they can lead from any position. While knowing a great leader can certainly improve the quality of people’s life, understanding how to become one your-self is the most important step of achieving your own successful life and career. People with leadership qualities are almost always the ones that rise above the crowd. For you, the good news is that you can study, learn and apply good leadership traits to your life in a purposeful way.

This session will ask provocative questions and provide you with a view of various leadership styles that can help you activate the leader in you. No one owns leadership, just start to lead from where you stand.

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Testimonials: *I cannot express enough gratitude and appreciation for your time dedicated to Green Children's House today. You have the words and the abilities to move mountains and the feedback from our teachers was very beneficial and outstanding. We are so fortunate to have someone like you in our community and to provide us sage advice on a moment's notice is something that has made a difference for our staff and certainly to me.* **Dominique D. Louis - Executive Director - Green Children's House**

"Thank you so much for the presentation that you gave this morning, it was really interesting. In a way I think that I have heard many of the points that you talked about from other people, but it is always good to hear that they actually work when you apply them correctly. The way that you presented the topics was also very informative, real (sharing your own experience) and entertaining. I also thought that you presented everything in a very positive way, which I really appreciated." **Eduardo A. - Bogota, Colombia**

"Thank you for taking the time to present today. Your insights and thoughts on attitude and expectation were quite valuable to me." **Gary P. - New York**

"I wish I had heard this presentation when I was 18. As you said, it is common sense, much of it is what we know, but your ability to organize and articulate it in an easy to understand, actionable, coherent, thoughtful yet simple manner is fantastic. Thank you very much for taking the time to do this for us. Really first rate". **Rod C. - Miami, Florida**

"I wanted to tell you that your presentation on "How to talk to your manager and actually make it happen" was EXCELLENT. The information provided was very helpful". **Don O. - St. Louis, Missouri**

"I really enjoyed your presentation and learned some interesting techniques on how to think about my career. In one word, your talk was "inspirational". **Niraj J. - Phoenix, Arizona**

"Thank you for your time and efforts. It was a tremendous addition to our session and very well received by students. Your message was inspiring, and the students had a lot to absorb. Hopefully we can arrange a repeat performance". **Natalya S. MS, PMP® - Associate Director Executive Programs Florida Atlantic University**

I am thankful that I managed to make it to the FAU information session last night and that I had the opportunity of hearing you speak. I do, however, regret that I didn't have a note pad with me, because you said some very interesting things, and pointed out some very interesting statistics. Again, thank you for a wonderful presentation, and please add my email to any mailing list that you may be compiling. **Dimitrios F. Boca Raton, Florida**
