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# $e^x$ perience ACCELERATED<sup>TM</sup>

## Soft-Skills Training for Hard-Skilled Engineers and Scientists<sup>TM</sup>

### What is $e^x$ ?

$e^x$ perience ACCELERATED<sup>TM</sup> is a 2-day, instructor led, professional development workshop that is specifically designed for experienced engineers, scientists, and other STEM professionals.

This unique course provides tools, insights, and exercises to identify, develop, and align each participant's technical expertise to key needs of their organization. Through lecture, examples, and unique exercises, the students learn how to transform their technical or scientific skills and experience into effective, sought after, and recognized expertise.

To compete globally at the highest level, your high-potential individuals need to continue to develop their best skills. Identify and develop your star professionals. Identify and develop your experts, with  $e^x$ perience ACCELERATED<sup>TM</sup>!

### What makes $e^x$ different?

It is designed *and presented* by experienced engineers to align with the way engineers and scientists learn, think, and interact. Furthermore, most leadership or professional development seminars are geared toward those on the managerial ladder. While  $e^x$  is appropriate for them, too, it is ideal for experienced professionals who want to rise quickly on their organization's technical ladder.

### Why is $e^x$ needed?

Change is accelerating. This acceleration is driven by technological changes, globalization of work and markets, and professional networking. New training methods, goals, and results are needed to prepare the technology-focused workforce to capitalize on the increasingly rapid pace of technological change.

### Who should attend an $e^x$ workshop?

This workshop is designed for engineers, scientists, researchers, technologists, and developers with more than 2 years of experience in technology-intensive careers. It is appropriate and beneficial for even the most senior professionals. Please note that this curriculum is *not* targeted for the specific needs of sales and marketing professionals or new-hires (see [www.HirableForLife.com](http://www.HirableForLife.com) for the latter).

### What are the benefits for students who complete an $e^x$ workshop?

- Develop a clear, personal plan for taking their technical skills to the next level
- Learn and practice the tools for adapting current skills to new technologies
- Utilize technical expertise to be a network hub of technical excellence and innovation
- Align individual career objectives with the organization's goals
- Increase influence within the organization and industry through clear communication

### What are the benefits for the organization that sponsors an $e^x$ workshop?

- Industry-leading development of key, revenue-generating technical and scientific talent
- Staff is prepared to capitalize on unexpected changes and disruptions
- Techniques learned are *used* because they are connected to the organization's needs
- Increased reputation of your organization for talent retention and talent development
- Improved succession planning through identification and development of technical leaders

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## Professional Development for Technologists

### Course Outline

- **Day 1, Morning Session: Experience to Expertise**
  - Overview: 5 fundamental professional development goals for engineers and scientists
  - Transform experience into expertise
  - Identify your unique expertise goals
  - Align with your organization's needs
  - The key traits experts demonstrate
  - Staying on the edge
- **Day 1, Afternoon Session: Align with Your Customers**
  - The customer's perspective
  - Analysis and understanding of the resource connection chain
  - Communicating with customers
  - The ChannelScience Problem-Solution<sup>TM</sup> approach to technical presentations
  - The Steve Jobs elevator test
  - Innovator's Dilemma – Avoiding the pitfalls of aligning with your customer
- **Day 2, Morning Session: Your Community of Experts**
  - Network selectively and generously
  - How to leverage your expertise
  - Connecting at tradeshow and conferences
  - How to use specialization as an advantage
  - Network size
  - Personal authenticity
- **Day 2, Afternoon Session: Internal Entrepreneurship and Creating Expert-level Value**
  - Steps to create unique value
  - Deliver value on a regular basis
  - Extend the accessibility of your value
  - A mindset for internal entrepreneurship
  - The schedule and structure of innovation in your organization
  - Practical tools for managing risk
  - The next steps

### What are the next steps to take?

Contact ChannelScience at [connect@channelscience.com](mailto:connect@channelscience.com) or 972-814-3441 to get answers to your specific questions, request a quote, or discuss scheduling a class at your facility.

Visit [www.eXperienceACCELERATED.com](http://www.eXperienceACCELERATED.com) for more information, to download slides of related presentations, and read a journal article on ChannelScience's professional development findings presented at the IEEE International Technology Management Conference (ITMC).

ChannelScience also provides presentation skills training for technologists in our Engineering Explanations<sup>TM</sup> 2-day class, and out-placement training in our Hirable for Life<sup>TM</sup> seminars.