

# The Power of Losing Control

**Presented by:**  
**Joe Caruso**

Joe co-creates a session with you and/or your team based on how the mind works and how the power of story, connection and narrative can shift patterns as well as drive collective success.

The methodology of The Power of Losing Control includes modules on the four rules of engagement, the five steps to awareness, and context. Joe works with the existing strengths of a team to identify any pre-existing and limiting patterns of behavior and shift the context so that the business can manage to an elevated sense of collective success. By design, the process also results in the refinement and improvement in trust, leadership effectiveness, and business outcomes amongst team members.

\*The modules and topics therein can be the subject of a keynote presentation, a workshop, or a professional development series tailored to your specific organizational goals and objectives.

## **Sophistication Level of Presentation:** **Intermediate**



## **Learning Objectives:**

### **What will participants be able to do following the presentation?**

1. Define the concept of “the mind”
2. Establish awareness of limiting patterns and proclivities that create friction and prevent success
3. Name and frame (through story) habits-of-mind that shift limiting patterns to productive practices
4. Problem definition and solution optioning to support business goals
5. Define and explore the difference between power, control, and influence
6. Define and practice context setting (and recontextualization)
7. Establish a common understanding of the four rules of engagement
8. Review cases based on the five steps of awareness
9. Identify the key components of an organization’s goals that are essential for establishing context
10. Practice the leadership habits-of-mind that enable organizational alignment which in turn enable more effective organizational growth and/or transformation
11. Establish (or refine) a narrative that elevates and informs the strategic goals and objectives of the leadership team
12. Answer targeted and specific questions that provide both strategic and tactical framing for specific business challenges

## General Subject Areas:

### Who is the session for? What Keywords can be associated with the topic?

#### Who:

For C-suite executives, entrepreneurs and their leadership teams.

#### What:

Establish a foundation for collective pursuit of business objectives that optimize performance (particularly during times of change, accelerated growth, and/or transformation).

#### Keywords:

Leadership, Business Strategy, Growth Mindset, Leadership Training, Business Optimization, Strategic Transformation, Organizational Efficacy and Effectiveness

## Speaker Bio:

### Joe Caruso



Joe Caruso is a renowned expert on the individual and collective mind. Based on a lifetime of study and work with hundreds of organizations worldwide, he is called upon by leaders, boards, management teams and government officials to facilitate dynamic change. Using a framework informed by history, art, science, and modern negotiation, Joe drives a process that relies upon the way the mind works and processes information, and ultimately engages in story. Joe helps organizations think differently so that they behave differently and achieve the desired outcomes. The technique drives, optimizes, and transforms the narrative of an organization and enhances both individual and collective effectiveness.

After decades of study with the world's leading psychoanalysts, including in the art of creativity, Joe has developed a framework and a process for helping organizations achieve breakthroughs. Relying on a process that establishes shared meaning in order to achieve undeniable results, Joe is able to help organizations refine and sharpen focus in order to drive change more effectively and efficiently in the radically fluid environment of current times.

Joe is able to uniquely and quickly assess the capacity and strengths of a leadership team, build rapport that enables deep transformational work with empathy, wit, and character.

Joe is one of the 50 most influential minds in personal development. He is the author of *The Power of Losing Control*-- a best-selling book in 6 languages that earned 5 stars on Amazon and a PBS special of the same name.

Joe's work, clients, and results are varied though include multi-billion-dollar acquisitions, M&A synergies, company branding/rebranding strategies, corporate communication plans, media and public relations, high-stakes negotiations, U.S. armed forces officer and, supporting founders and family businesses in times of change.

Joe's exclusive clientele benefit from weekly 1-hour calls that continue and accelerate the work beyond the workshop.