



NO FRILLS NO FLUFF®  
LEADERSHIP DEVELOPMENT

### **How to Deal with “Dominant Big Shots™”**

You know who they are. They tend to be abrasive, aggressive, highly competitive, results obsessed, egocentric, impulsive, and often times charismatic. They change direction and priorities instantaneously and they expect you to “go with the flow.” They have short fuses and tend to look to others when things don't go as planned. And, most importantly, they can be powerful gatekeepers to getting what you want.

He or she may be your current or future boss, an important professional contact, or a peer, and it is absolutely essential that you develop a positive relationship with that person.

In this workshop participants will learn:

- The four steps to building profitable long-term relationships with “Dominant Big Shots™” (DBS);
- Discover how to maneuver around the DBS's hot buttons to create a positive environment; and,
- Learn how to prepare, execute, and follow up effectively with a DBS to maximize your success.

Participants will walk away with:

- A deeper understanding and appreciation for “Dominant Big Shots™”;
- Tools and techniques that create positive results with DBS in all areas of work and life; and,
- A personalized action plan for adjusting their current leadership and communication approach to more effectively interact with DBS.

About the presenter:

Jessika M. Ferm is the President of J.Ferm, LLC, an international leadership development firm, and specializes in relieving leadership and management pains for non and for-profit organizations. She is known for her “no frills no fluff” approach and is a trusted advisor and Executive Coach to leaders in the US, Europe, and Middle East. She draws from her diverse experiences working in higher education, corporate America, and being a successful entrepreneur. She received her Master’s of Arts in Teaching/Instructional Design and Bachelor of Science in Management/Leadership from Johnson & Wales University in Providence, RI where she also taught leadership for four years as an adjunct professor. She is a master-level executive coach and a Certified Professional Behavioral Analyst. Ms. Ferm grew up in Sweden and has lived in the US for 16 years. She currently resides in Columbus, OH from where she manages J.Ferm’s Boston and Gothenburg offices.