

Eric Kaufmann

DEVELOPING EXECUTIVE WISDOM

Eric Kaufmann guides leaders to make better decisions and achieve better results. A native of Israel, he lived and worked in South Africa, before gaining two decades of experience in sales, management and leadership at Lanier/3M and Corning Clinical Laboratories. In 1999, he launched an executive development consultancy which has served Sony, T-Mobile, Genentech, Alcon Labs, Teradata and many senior managers of Fortune 1,000 companies.



Along with his real-world business experience, Kaufmann brings a range of other skills and perspectives to his keynote speaking and management consulting. He is a licensed clinical hypnotherapist and a certified master scuba diving instructor. He is an adjunct professor teaching leadership at San Diego State University and Cal State San Marcos, and is a speaker with Vistage International. Kaufmann is a lifelong practitioner of Zen meditation who once spent a year in silent meditation, living in a cabin he built himself in a remote area of New Mexico.

Engaging, compelling, motivating, inspiring.
Every leader should hear Eric.

— *Terry Hunefeld, CEO, By Referrals Only*

Kaufmann's book, "Leadership as a Hero's Journey," explores the four traits shared by successful, passionate and creative business leaders. The book describes how they navigate through uncertainty and anxiety in order to improve the lives and livelihoods of those around them.

CLIENTS



Experiencing **Eric's presentation has changed who I am as a leader** and deepened my awareness of who I am as a person.

— *Tina Patton, Director, T-Mobile*

Eric is a true inspiration. He brings great insight and humor, and a wonderful calming approach that allows you to take a step back, absorb, and really learn.

— *Doug Walker, Managing Partner, DBM*

I appreciate Eric's concise, powerful, engaging and insightful presentation. **I am better equipped and excited for the journey.**

— *Jim Kelley, CEO, Discover Bank*

Eric is one of the most effective presenters I have experienced in addressing leadership. **He taught me how I can use both the "mind" and the "heart" when serving as a leader**, and in situations of either conflict or collaboration.

— *Linda Veliz, Dir. of Staff Dev., UCSD*



For keynote, webinar and facilitation bookings, or to learn more about how we can support your next event, contact Eric Kaufmann at 619.668.8500 or eric@sagatica.com. Also, feel free to visit Sagatica.com

Eric Kaufmann's Speaking & Webinar Topics

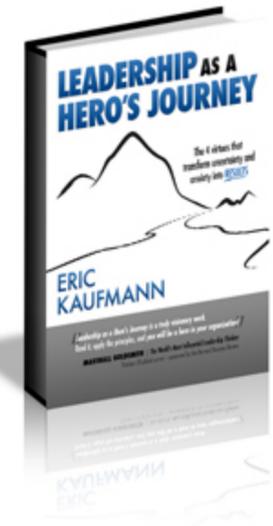
Kaufmann's presentations blend a 30,000-foot view with practical tools and psychological insights that create immediate and lasting change. He demystifies the leadership mindset and actions that empower companies and executives to achieve their desired results.

Most speakers aim for applause. Eric aims for getting results. Provocative, engaging, and always equipping leaders with better wisdom that yields better decisions and drives better results, Eric speaks on these topics ...

Leadership as a Hero's Journey

FOUR VIRTUES FOR TRANSFORMING UNCERTAINTY AND ANXIETY INTO RESULTS

Leaders are accountable for results. And, leaders face unrelenting uncertainty on the path to results. Courageous leaders leverage obstacles and uncertainty, and build engaged teams in which people are both powerful and empowered. This presentation is a call to arms. It shares practical ideas and tools that deepen your ability to be a leader that is effective, efficient, and deliberate; a leader whom people are drawn to follow.



True Grit

HOW EFFECTIVE LEADERS INSTILL PASSION AND PERSEVERANCE

What do Bill Gates, Tiger Woods, Mark Zuckerberg, and Lady Gaga have in common? They all dropped out of college. But they are also deeply passionate and have tremendous perseverance. Success comes in all shapes and forms; but all successful leaders have courage, conviction, and grit. Failed leaders share this – they lack true and powerful conviction in their ideas, and they are unable to keep going when they are tired, frustrated, or disheartened. This presentation shares practical tips and tools for developing grit in self and others.

The Paradox of leading

WHY BLACK AND WHITE THINKING IS FATAL

While your mind craves simple solutions, leadership demands complex calculations. Leaders are valued by their decision making, especially the difficult ones. This presentation examines the essence of effective leadership – navigating the paradoxical world of satisfying multiple stakeholders. A simple yes or no may be desirable, but unrealistic and inappropriate. So, how do you make good decisions, add value at an executive level, and strategically contribute to the organization? By learning to embrace paradox!



The Seven Deadly Mistakes of Coaching

HOW TO MAXIMIZE YOUR COACHING VALUE

Coaching is all the rage, but it is NOT the end all and be all of development. And, the value of coaching is often eroded by seven deadly mistakes. You can avoid the first deadly mistake by knowing when not to coach. You want to bring out potential in people, and yet, there are behaviors that actually diminish your effectiveness as a coach. You can improve your results when you know when and how to avoid making these deadly mistakes. This program provides a framework to engage, orient, and apply your very best contribution as a coach.



Considered "America's leading authority on Executive Wisdom and Transformational Leadership," Eric has spent a lifetime studying and practicing Zen principles while accelerating leadership and organizational success.