

The logo for 'Operating Principals' features a large, stylized letter 'O' on the left, followed by the words 'Operating Principals' in a handwritten-style font.

Embrace Your Inner Imposter

The purpose of this three-hour workshop is to learn how to work with the feeling of being an imposter and transform it into a positive experience that offers more flexibility and resourcefulness. In this workshop, we will explore how celebrities use “personas” to behave in ways they normally wouldn’t, discuss what authenticity is, and have the chance to adopt new personalities in order to try out unfamiliar behaviors. In several exercises, attendees will learn how to use personas to build confidence in tackling uncomfortable situations like sales calls. Participants will attain the new behaviors through the use of imagination and mimicry, two skills that come naturally to most people.

Learning objectives:

- Create more flexibility in our interpersonal skills
- Turn feelings of “imposter syndrome” into an opportunity to be creative
- Adopt the talents of others to increase your own repertoire of behaviors

Agenda	Minutes
Introduction	
Overview, expectations, and introductions	15
Be a pundit discussion and exercise	45
<ul style="list-style-type: none">• Review some popular pundits and conduct a rant• Stephen Colbert effect• Conduct a rant adopting a persona	
Authenticity discussion	15
Break	10
Adopt a personality exercise	90
<ul style="list-style-type: none">• Determine who to be depending on situation• Sales call role-plays• Role-play attributes	
Wrap-up	5