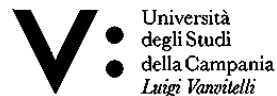


HOW TO PROFIT FROM OPPORTUNITIES IN A COMPETITIVE ENVIRONMENT



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DISCLOSURE SLIDE

- No disclosure to declare



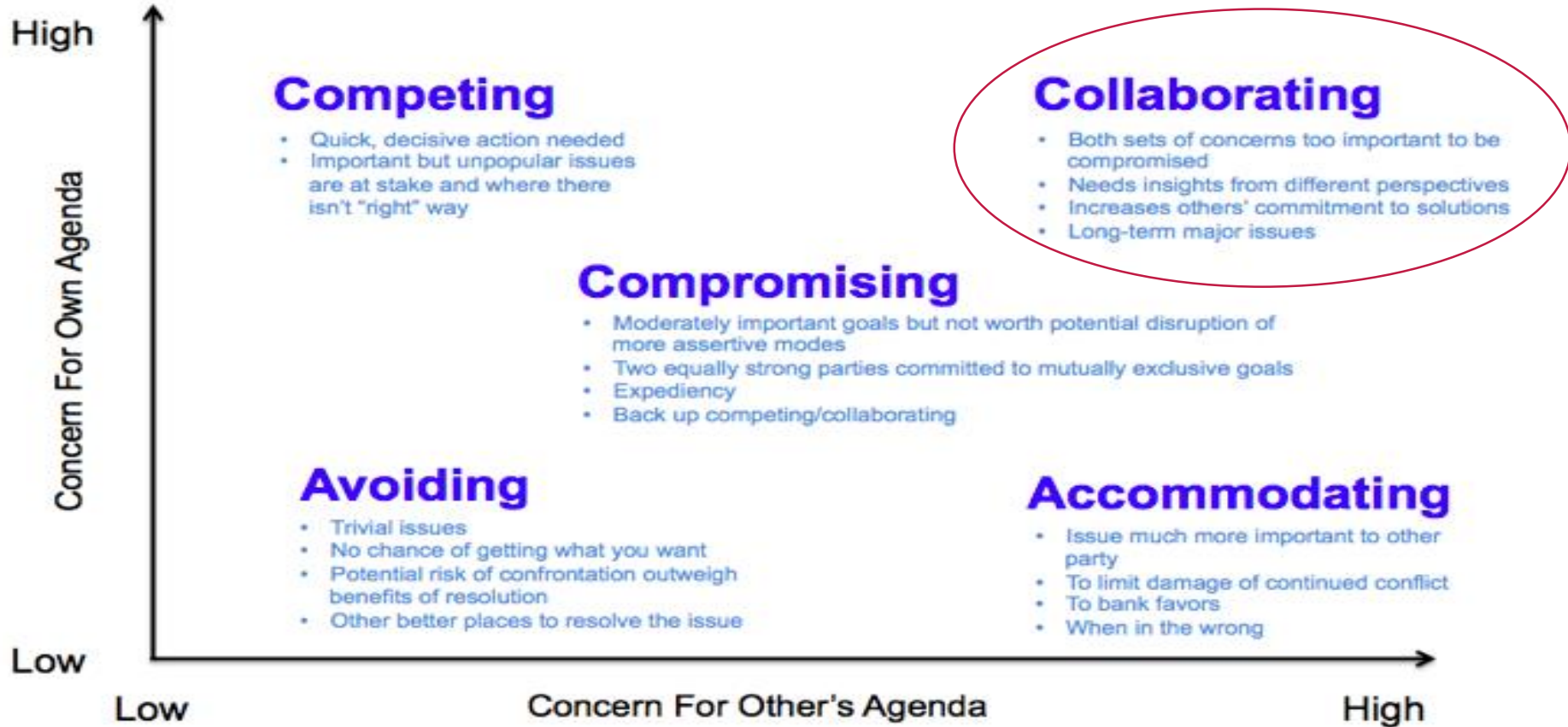
**Working together isn't
always easy**



Conflict rises in those organizations where the results directly depend on collaboration, team work and creativity, and where having only the results in mind, we tend to forget to take care of people and mutual relationships



CONFLICT RESOLUTION TECHNIQUES:



COMPETITION IN YOUR TEAM-GROUP

- Believe in your self and in your capacities
- Be motivated
- Play always fairly
- Find your area of interest and learn hard to improve your skill
- Recognize your “competitors”



BELIEVE IN YOURSELF



BE MOTIVATED

**“VOLLI, SEMPRE VOLLI, FORTISSIMAMENTE VOLLI”
(I WILLED AND ALWAYS WILLED, AND PASSIONATELY/STRONGLY WILLED)**



Vittorio Alfieri (1749- 1803)

PLAY ALWAYS FAIRLY



PICK YOUR PASSION AND LEARN HARD TO IMPROVE YOUR SKILL



RECOGNIZE YOUR “COMPETITORS”



...and take advantage of their
experience



LOOK AT THE MIRROR, THAT IS YOUR COMPETITION!



Girl before a mirror (Pablo Picasso, MOMA, New York)

HOW TO BUILD UP A COMPETITIVE TEAM-GROUP



TEAM BUILDING ACTIVITIES OUTSIDE OF THE OFFICE



HAVE FUN IN THE OFFICE: THE “UOVO SBATTUTO LESSON” (THE EGGNOG LESSON)

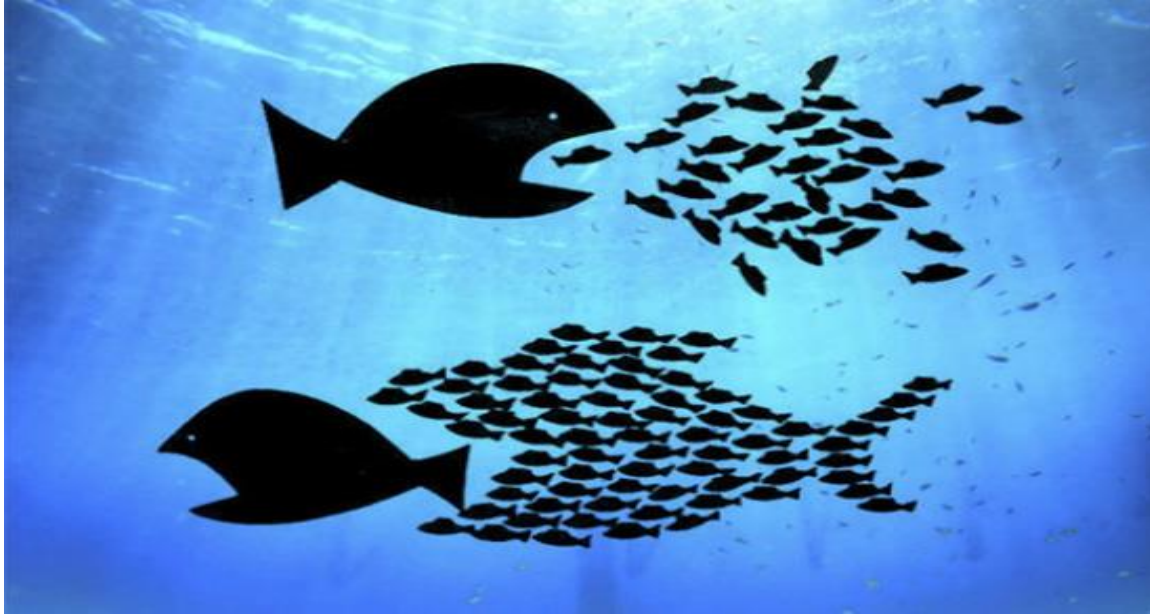


LET'S BAN NEGATIVITY

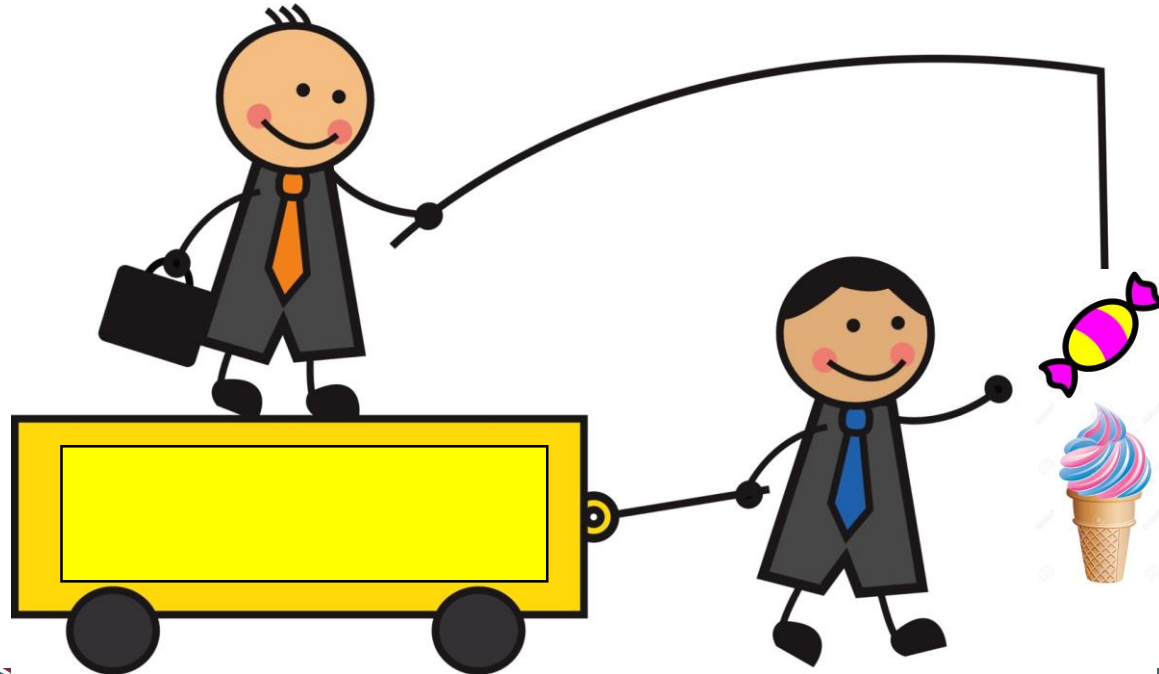


PEOPLE HELPING PEOPLE

- There is a big difference between being competitive individually and being competitive as a team.



INCENTIVIZE YOUR PEOPLE



ENCOURAGE LEARNING FROM MISTAKES

A MISTAKE is only
a MISTAKE if you
DON'T LEARN
from it.

ILIKETOQUOTE.COM

***Humanum fuit errare, diabolicum est
per animositatem in errore manere***

San't Agostino d'Ippona, Sermones (164, 14)



RECOGNIZE TOP PERFORMERS

- Taking the time to publicly recognize top performers will have fantastic results.



HOW I “SURVIVED” IN A COMPETITIVE ENVIRONMENT: AS A FELLOW



HOW I “SURVIVED” AND I STILL “SURVIVE” IN A COMPETITIVE ENVIRONMENT: AS A WOMAN IN ONCOLOGY



HOW I “SURVIVED” AND I STILL “SURVIVE” IN A COMPETITIVE ENVIRONMENT: IN MY HOSPITAL



THANK YOU SO MUCH

