



San Diego Chapter
P.O. Box 262055
San Diego, CA 92196-2055

The INCOSE San Diego Chapter will hold its next membership meeting on **Monday, January 24, 2011**. This will be a free dinner meeting for INCOSE members and non-members.

TIME:

5:00 PM – 6:00 PM Sign-in and Networking/Dinner
6:00 PM Speaker Presentation
7:00 PM Adjourn

LOCATION:

Booz Allen San Diego Office
1615 Murray Canyon Road
San Diego, CA 92108

SPEAKER:

Gregg Oliver

TOPIC:

Persuasion Skills

ABSTRACT: You can be the person that gets people thinking your way. You can make your company successful and become an excellent communicator. Please RSVP right away. Think how badly you would feel the next time someone at work tells you that they'd "like to help but it just isn't one of their priorities"!

Many of us spend our time working with others that don't seem particularly receptive to our perspective. They listen and smile and nod, but at the end of things we part ways "agreeing to disagree". This seems to happen when we need their support, or some resource that they control, and they say they are "sorry, but there really is nothing we can do at this time". Think of the things you could accomplish if you could turn that around – if you knew what it takes to CAUSE them to see things in a way that they were HAPPY to help, in any way they can, because of the way YOU approached them!

RSVP To: Jo Ann Lane at jolane@usc.edu by COB on **Thursday, January 20th** in order to finalize catering.
Bring a friend or colleague!

ABOUT THE SPEAKER: **Gregg Oliver** has worked as an individual contributor and manager in engineering and manufacturing businesses for 35 years. He holds a BS in Quality Engineering, an MS degree in Quality Systems Management and is currently the Principal Quality Engineer for the Reconnaissance Systems Group at General Atomics Aeronautical Systems in San Diego. He is also the Vice Chair for the San Diego section of the American Society for Quality, holds certificates in quality engineering, reliability engineering, and software quality engineering from that organization, and is an adjunct faculty member at National University. His passions are problem solving, educating, and communication.