

3L Consultants Ivan Jaime, CEO

Our passion is to help clients build resilient cultures based on trust and respect, where relationships thrive, creativity flows, and teams win. We accomplish this by employing the 3L's: Love, Learn, and Lead.

Prepared for ColorTech Greenhouses, Inc.



INFORMAL NETWORKS

- Lack of Data & Information
- **Relational Analytics = Communication & Leadership** Challenges

Leonardi, P., & Contractor, N. (2018). Better people analytics. Harvard Business Review, 96(6), 70-81





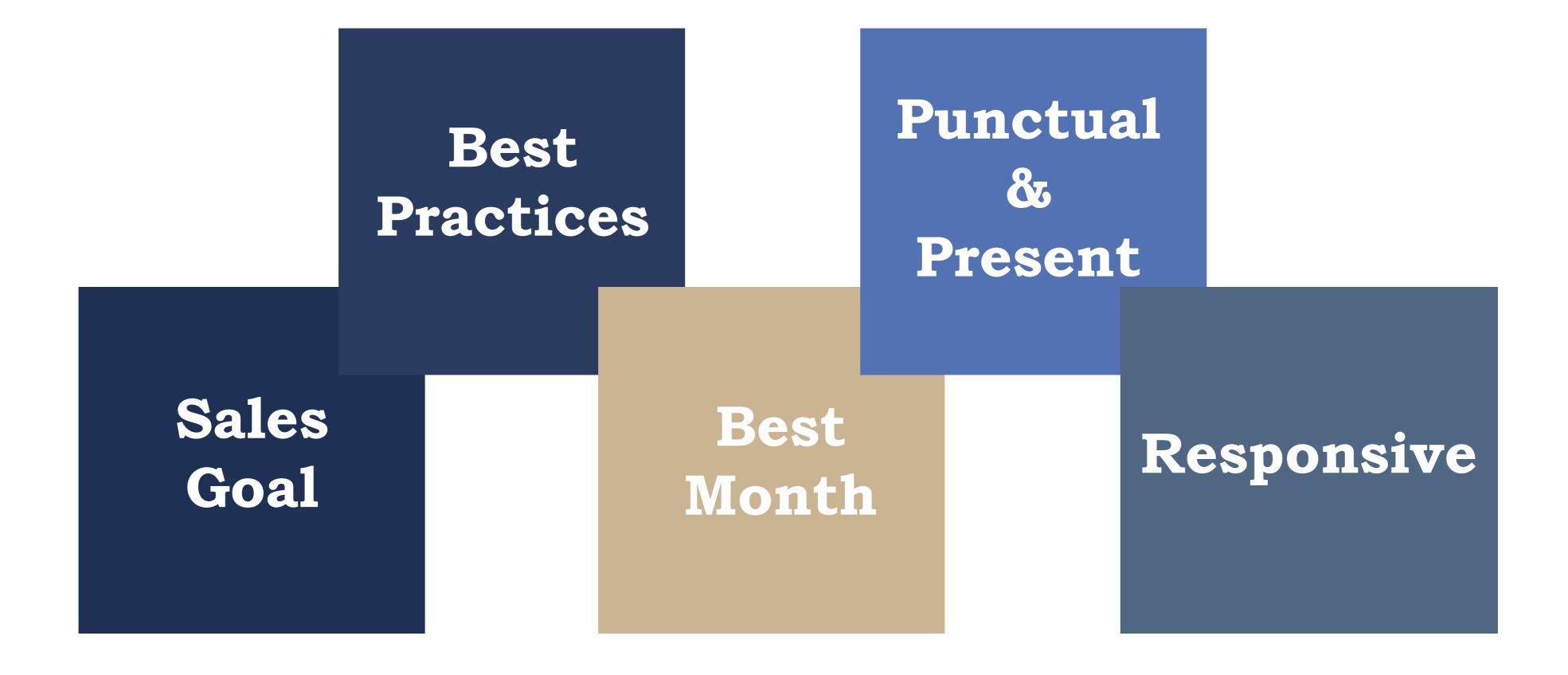
Heath, C., & Mamp; Heath, D. (2010). Switch How to Change Things When Change is Hard. New York: Crown Publishing Group, a division of Penguin Random House LLC, New York.

Elephant & Rider Metaphor

- Rider = Mind
- Elephant = Emotions
- Path = Structure/Culture



Direct, Motivate, and Shape



Heath, C., & Mamp; Heath, D. (2010). Switch How to Change Things When Change is Hard. New York: Crown Publishing Group, a division of Penguin Random House LLC, New York.

Relationship

- Lack of Engagement
- Dialogic Approach
- Virtual & In-Person Meetings
- Dialogue ->
 Connection -> Trust
 - -> <u>Engagement</u>





THANK YOU!

3L Consultants

