

# The Power of Appreciative Inquiry Theory & Practice

April 15-17, 2020, Philadelphia, PA  
Faculty: Ray Wells, David Reed, Josh Nespoli

Appreciative Inquiry is a proven method for leading positive change, fostering an entrepreneurial spirit and creating sustainable results in organizations and communities around the world. Countless leaders have taken this workshop and are using Appreciative Inquiry to instill a positive, results-oriented culture in healthcare, startup ventures, education, military, businesses, athletics, community, religious, and government organizations.

This three-day workshop will show you how to unleash the power of Appreciative Inquiry to:

- Create a dialogue of solutions and results
- Transform complaints into commitments
- Create a positive, life affirming organizational culture and leadership style
- Establish ways to enhance collaboration and process improvement
- Nurture an entrepreneurial spirit in the organization
- Create a culture of service excellence
- Engage team members, customers, vendors, and stakeholders

Learn how Appreciative Inquiry brings out the best and builds energy, focus and momentum for strengthened results and positive change.

## Who Should Attend?

Attendance is recommended for businesses and leaders interested in sustainable results through positive change and an engaged, entrepreneurial spirit.

This is the introductory course and is open to anyone. This session will give you an understanding of the principles behind Appreciative Inquiry.

## Cost

Early Bird (through 3/15) \$1,250

General Registration: \$1,450

Special rates available for group and non-profits, please call David Reed: 678-508-7404.

Payment can be made via PayPal or check

For more information contact [david@eastcoast-positivechange.com](mailto:david@eastcoast-positivechange.com)  
To Register visit us at <http://eastcoast-positivechange.com/workshops/>

## What Participants Say About Our Workshops

"The Power of Appreciative Inquiry (AI) as a perfect blend of academic theory and practical exercise. This three-day intensive workshop did more than merely present and reinforce the AI framework; it provided real-world opportunities to apply practical applications of the model. The facilitators possess an impressive level of knowledge, experience, and acumen. And engaging with fellow OD practitioners in this type of environment was a priceless opportunity."

Jacob Petersheim, Consultant  
Greater Philadelphia Region

"I recently had the great fortune of attending an Appreciative Inquiry Workshop in Philadelphia. It was absolutely wonderful, insightful and invigorating. I would recommend this workshop to anyone in the profit or non-profit world, for it opens one's eyes to the full potential that lies within the human beings on staff and the company goals and vision. The presenters are very knowledgeable and clearly passionate about the impact and revitalization this process can bring to a staff and company. I believe that this investment can affect the trajectory of a company's success and the happiness and productivity of the staff. I left this workshop wanting more and knowing my 'appreciative eye' had changed."

Kathleen McCauley, Program Director  
Cranleith Spiritual Center, Philadelphia

"The name of the course "Power of Appreciative Inquiry" couldn't be more apt. I use the tools and strategies that I learned from the immersive training experience daily - and in contexts that I would have never imagined. The staff from the East Coast Center for Positive Change was top-notch. They were patient, responsive and have an immense level of experience and knowledge that they were extremely generous in sharing with the group. Learning in concert with participants from a diversity of sectors and backgrounds truly enriched the course. This is five-star training and it exceeded my expectations and has helped me move toward my goals and the impact that I hope to have on the world."

Karisa Tashjian, Director of Education  
Providence (RI) Public Library

## Our Workshop Faculty



**Ray Wells, Ph.D.** has been widely recognized for his talent in developing individual leadership capacity, facilitating the growth of teams, and assisting leaders in their transformational change efforts. Clients have included the United Way, Castrol Oil, Holcim US, the Naval Sea Logistics Center, Princeton University, Penn State, and the University of Connecticut. Ray has also worked internationally in Egypt, India and China. Ray is certified in Appreciative Inquiry and the Practice of Positive Change from the Corporation for Positive Change.



**David Reed** has been a trainer and coach for over 20 years. He has provided training for the University of Pennsylvania and has consulted for American Express, AT&T, Yale University, University of California, and New York University. David developed a passion for Appreciative Inquiry while studying Positive Psychology with former Harvard Professor Tal Ben Shahar at the Whole Being Institute. David has certification from The Center for Appreciative Inquiry, a Certificate in Positive Psychology, is a Certified Professional Coach, and holds a Philosophy degree from Emory University.



**Joshua Nespoli** consults with nonprofits, communities, and family-owned businesses to establish core strengths, shared visions, and strategic actions. As Deputy Director of Community Strategies Group, Josh has managed \$17 million in community and economic development projects since 2016. He holds an M.A. in Organization Development and Leadership from St. Joseph's University and a certificate in Appreciative Inquiry and the Practice of Positive Change from the Corporation for Positive Change.