

## Dan Coleman

Dan Coleman, the founder of Excelsior Learning and author of ***Bursts of Fresh Squeezed Ideas*** and ***Fan the Hot Blue Flames*** is consistently praised by his clients as an energizing speaker and trainer who brings fresh content, practical tools and unique learning methods to deliver training that sticks. Prior to founding Excelsior Learning, Dan led national account sales and negotiation teams at AT&T and American Greetings and was a senior manager with Accenture. He is a leading authority on how to use creative thinking tools and practices to strengthen creative thinking and negotiation skills. Over the past twenty years, Dan has trained thousands of people in his non-traditional custom-designed programs.



### Speaking & Training Topics:

***Get Creativity Fit and Jump Spark more Innovation*** is a fast-paced, hands on program (in-person or virtual) designed to foster novel thinking and taking action **NOW!** In this program you meet ***The Beyonders*** who use their ***Powers*** to conquer ***The Resistors*** who try to block novel thinking and taking action. By *working out* with powerful ***Divergent and Convergent Thinking Workouts***, you encounter immediate learning, and generate novel and feasible ideas to solve individual or team challenges.

***Anchor Negotiations @ Aspiration Point...or Nothing*** is a hands-on, energizing program that accelerates the use of a highly potent mix of ***Collaborative, Competitive,*** and ***People-Centered Negotiation Strategies***. Post-program, you engage in a 21 Day Challenge to anchor the use of strategies and skills as a repeatable habit.

Dan has a B.S. from State University of New York and has completed course work in Creative Studies at the Center for Applied Imagination at Buffalo State College.

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### Representative Clients:

- ADS
- American Greetings
- Applied Industrial Technologies
- Asurion
- FEDEX Custom Critical
- GOJO Industries
- Main Street Gourmet
- Mitsubishi Power America
- Moen
- Praxair
- P&G
- Progress Lighting
- Rinnai America
- ShurTech Brands
- Simonton Windows
- Therma Tru