



# Margaret Johnson

Ideal Training, Inc.

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## Biography

Margaret Johnson is a consultant and coach with an engineering degree and an MBA with technical, sales, marketing, training and management experience in the energy industry. Since starting Ideal Training 16 years ago, she has been recognized for her ability to manage business processes to completion, inspire and motivate personnel through coaching and training to develop and achieve goals, build and leverage internal and external relationships to achieve objectives, and drive innovation and change utilizing creative techniques to solve problems.

Margaret holds a Bachelor of Science degree in Mechanical Engineering from Michigan State and a Master's degree in Business Administration in Management from the University of Houston Clear Lake.

As President of Ideal Training, Inc. she develops and presents training and coaches professionals with a focus on Creativity and Risk Taking. She is an avid indoor cycling and yoga instructor. She applies creativity and encourages risk taking to assist clients in solving problems and opening doors, and to keep her classes engaging.

## Classes Currently Offered

**Assert Yourself Professionally** - Recognize situations in which you could be more assertive and learn how to identify the boundaries that need to be set. Plan and practice conversations for successful assertiveness.

**Coaching for Excellence** - Learn strategies to inspire commitment, build new competencies, and promote persistence to make sure changes and learning last. Also, identify how to effectively implement change in the environment to reward learning and remove barriers.

**Influencing Positive Change** - Identify and practice behaviors that lead to positive change in yourself and others and learn how to apply strategies that influence both thoughts and actions. Discover sources of influence to be utilized for change and learn how to implement these new skills to influence positive change in the work environment.

**Let's Be the One to Get It Done (Motivating Ourselves and Others)** - Determine the events and behaviors that get in the way of getting things done. Examine what motivates you and work to eliminate or minimize de-motivating behaviors. Participants will make a plan to empower themselves and others to get work done effectively and efficiently.