



Artificial Intelligence Increases Stress Levels

A recent survey explores what employees think and how you can help.

I have implemented change in the workplace throughout my career. It is an art. Most people do not like change, but technological updates continue to make it happen. That is true of the change brought about by artificial intelligence, too. Many see it as threatening job security or a comfortable routine.

The truth is that some people will lose their comfortable routine, but it does not have to impact their security. Those who adopt and harness the change may improve their work status. Jobs coming and going is a natural process in the face of technological advancement. Better focus on the ones coming.

How do you convince people to embrace change? There is no single way, but knowing them well and appropriately relating to them is required in all cases. After all, dealing with change alone can be unhealthy.

Our colleagues at Wiley Workplace Intelligence surveyed 2,005 people and found that 96% of workers are experiencing some stress due to changes in the workplace. About half of the stress is related to AI concerns. ["The Human Side of Artificial Intelligence: 3 Tips for Navigating the AI Era"](#) is available on the blog.

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Don't Let Remote Work Curb Sales Development

During this time, one of the most critical questions any President or CEO must face is: “How can I build and maintain a productive sales program?” My friend and associate, Troy “The Sales Navigator” Harrison, offers an answer through his Smooth Sailing Coaching Programs. No professional athlete has ever achieved greatness without collaboration with an equally skilled and passionate coach. In the same way, for long-term sales force development success, coaching can be essential to achieving your goals. Troy can help you focus and direct your efforts, streamlining product knowledge, creating fruitful lead generation, and putting the right processes and people in place. Troy’s programs

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a complimentary,
no-obligation
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Strategy
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Session

include individual, autonomous activities, like my Sales Force Audit, or my Salary Calculator, and their success is built on the group and one-on-one skills coaching. These programs have produced dramatic growth for companies all over the USA – and whether you are located in his hometown of Kansas City, or from coast to coast, he can help you.