

## Learning Programs

- Performance Management
- Leadership Development
- Communicating For Results
- Meeting Management
- Managerial Effectiveness
- Team Effectiveness
- Interview & Selection Skills
- Supervisory Skills
- Managing Multiple Priorities
- Facilitator Development
- Project Management
- Negotiation Skills
- Coaching Skills
- Emotional Intelligence
- Managing Up
- Internal Consulting Skills
- Versatility Power
- Persuasive Presentations
- Problem Solving/Decision Making
- Root Cause/Lean
- Conflict Resolution
- Preventing Sexual Harassment
- Mastering Change
- Time Management
- Career Development
- Trainer Development
- Dealing With Difficult Behaviors
- On-the-Job Training Skills
- Influence Skills
- Six Hats Thinking
- Professional Skills Development.
- Interpersonal Styles/Relationships

## Sales Development and Consulting

- Interpersonal Sales Skills
- Relationship Building – Cross Selling
- Consultative Selling
- The Art of Sales Negotiation
- Customer Service Skills
- Sales Management Recovery
- Essential Sales Skills
- Successful Sales Partnering
- Persuasive Sales Presentations
- Time Management for Sales
- Sales Coaching Skills
- Telemarketing Skills
- Selling to “C” Level Execs.
- Consultative Selling
- SPIN Selling
- Selling Strategically
- Sales Process Development

**Note:** Always customized with company specific sales process product/service and cases

## Myers Briggs Type Indicator® - MBTI®

- Type
- Type and Communication
- Type and Team
- Type in Organization
- Type in Selling
- MBTI Step II