



## Management and Leadership Effectiveness

### The Leading with Impact Foundation Program 8617

The Leading with Impact Foundation Program is made up of a number of courses, each aligned to one or more competencies and characteristics designed to help leaders manage today and tomorrow's challenges.

The modules in this learning series can be mixed and matched to "build your own" Leading with Impact experience.



### Leading Change GLTE100

A 2-day course on how to lead others effectively through change initiatives both large and small in scale.



### Performance Management GPME100

A 1-day course that equips Managers with the concepts, tools and skills to enhance their organization's own performance management system with effective planning, coaching and reviewing.



### Interviewing and Selection GIS100

A 1-day course that provides a process and skills to attract, select and place the best possible candidate for the available role.

### Sales Leadership GSL100E

A 1-day course that provides sales leaders with the skills and knowledge necessary to properly manage their time and provide the high-value support required to contribute towards both team performance and individual performance.



### Think1™ Strategic Leadership GTLE100

A 6-day development process delivered over six months that helps leaders develop multiple competencies and skills all at once in an integrative approach, rather than individually.



## Team Effectiveness

### Effective Team Working GTDE100

A 2-day course designed to help team members acquire the skills, processes, and tools to rapidly progress through the 4 phases of team development to produce results.

### Leading Change GLTE100

A 2-day course on how to lead others effectively through change initiatives both large and small in scale.



### Enhancing Team Process GCIE100

A 3-day course that utilizes a 7-step problem-solving model to structure continuous improvement efforts for the best possible outcome.

Virtual delivery option available

## Sales & Service

### Leading EDGE Selling GSAE100

A 2-day course that provides sales professionals with a repeatable set of steps to plan for and conduct sales meetings or calls.



### Building Strategic Partnerships GBSPE100

A 2-day course that provides sales professionals with a framework to identify and prioritize account opportunities and develop account goals and tactics to win and maintain business.



### Sales Leadership GSL100E

A 1-day course that provides sales leaders with the skills and knowledge necessary to properly manage their time and provide the high-value support required to contribute towards both team performance and individual performance.

### Presentation Skills GPS100

A 2-day course designed to provide the skills and methods to improve the planning, structuring, delivery and success of formal and informal presentations.

### Team-Based Selling GTBS100E

A 2-day course designed to provide anyone working in a team selling environment with the knowledge and skills required to be successful.



### Negotiation Skills GNS100E

A 2-day course that helps delegates understand their natural negotiation style and teaches them to adapt their approach to improve outcomes in different situations.





## Personal Effectiveness



### Assertive Communication

A-AC

A 1-day course designed to help participants express what they want and assert their rights in a confident and effective manner.



### Communicating for Clarity

GCCE100

A 1-day course designed to enhance the ability to communicate with others clearly and effectively.



### Report and Proposal Writing

GRPWE100

A 2-day course designed to improve the planning, structuring and formatting of clear and effective reports and proposals that win approval.

### Managing Multiple Priorities

A-MMP

A 1-day course designed to introduce practical "how-to" techniques in helping achieve better results both at work and in your personal life.



### Presentation Skills

GPS100

A 2-day course designed to provide the skills and methods to improve the planning, structuring, delivery and success of formal and informal presentations.

### Fundamentals of Business Writing

A-FBW

A 2-day course designed to help participants learn to recognize proper writing and improve effectiveness, readability and organization in their own writing.



Virtual delivery option available

## Organisational Effectiveness

### Creating Strategic Vision

GV100

A 4-day facilitated process designed to help senior executive teams articulate their organization's vision, identify strategic elements, measurements and required actions.

### Bottom Line Innovation

GBLIE100

A 3-day course that provides a proven process for the discovery of dozens of new, unexpected and useful ideas targeted at important organizational challenges.

### Enhancing Team Process

GCIE100

A 3-day course that utilizes a 7-step problem-solving model to structure continuous improvement efforts for the best possible outcome.

### Interviewing and Selection

GIS100

A 1-day course that provides a process and skills to attract, select and place the best possible candidate for the available role.

### Performance Management

GPME100

A 1-day course that equips managers with the concepts, tools and skills to enhance their organization's own performance management system with effective planning, coaching and reviewing.



### FastTracking New Employees

A structured process that enhances traditional orientation programs by shortening the time it takes for a new employee to become competent, confident, productive and add organizational value.