



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.



Sales Leadership **GSLE100**

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.



Personal Effectiveness

Communicating for Clarity **GCCE100**

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



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 good writing and improve effectiveness, readability and organization in their own writing.

Sales & Service

Leading EDGE Selling **GSAE100**

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.



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.



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.



Virtual delivery option available