

Institute for Advanced Leadership

Executive Blueprints, Inc

Pin-Point Skills Based Courses

Summer Sessions 2006



Focused Training Workshops Now Available

Step One – Identify Three Primary Objectives

- Aligned with company strategy and core competencies
- Aligned with Company Culture and Environment
- If feasible, align objectives with participants in advance

Define your target
and hit it.



Results Oriented Training

- ✓ Establish Training Objectives – Focus on Results
- ✓ Customized Training Materials - Promote YOUR organization
- ✓ Interactive Workshops - Get people involved
- ✓ Follow-up – Remind, Respond, Reinforce and Measure Results

Many other training programs are “Time Based Activity”, measuring acceptance by attendance.

Executive Blueprints designs Training workshops to engage participants, promote organization culture, and follow-up to reinforce measured results. We measure results based on the ongoing performance and success of the individual participants.

WORKSHOPS

Seven Skills for New Managers
Managing Field Personnel
Human Capital ROI

Active Listening
Effective Conversations

Standards of Performance
Powerful Annual Reviews

Three Year Strategic Plans

Public Speaking
Professional Presentations

Value Innovation
Three Second Offer
Essential Marketing Elements
Direct Sales & Cost of Loyalty

Negotiating Contracts
Vendor / Supplier Relationship
Cultural Integration

Time Management
Change Management

Ethics
Harassment & Discrimination

Call Now to Schedule Interactive Workshops to coincide with your next company sponsored event.
If you do not see the topic that you are looking for, please call to speak with a specialist.

Executive Blueprints
~ Blueprints for success ~



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