

Compass

Leading the Way to Success

The most successful companies are those who invest in their people. Training is an absolute necessity that pays for itself many times over in improved performance and results. The Compass series was designed for organizations that recognize the enormous capability of their employees and are willing to invest in their development. The combination of subject matter in the series was carefully selected to represent the most important topics in employee development.

As you attend the Compass series you will develop knowledge and skills that will significantly increase your personal effectiveness and ability to successfully lead others. You will develop habits of success that will make you a more capable person as well as a valuable employee.

Blended learning at its best. The Compass Series uses multiple ways to develop its students. Each workshop lasts three to four hours and consists of a mixture of lecture and, more importantly, high energy and interactive exercises to help you internalize the principles and apply the lessons to your workplace experience. Meeting monthly will give you the opportunity to practice the concepts before moving on to the next workshop.

- Videos
- Audio CDs
- E-Learning tools
- On-going coaching
- Over 48 hours of classroom learning
- Comprehensive workbooks for each session
- Best practice approach to on the job application

Compass Series Program

- > The Role of Trust
- > The Powers of Persuasion
- > High Payoff Hiring
- > Positive Impact
- > Diversity
- > Customer Service
- > Time is money
- > Forming, storming and performing
- > Change Management
- > Conflict Management
- > Principles of High Performance
- > The Integrity Model

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Win as much as you can.

The Role of Trust

When trust is absent, relationships are characterized by an adversarial attitude: me vs. you; us vs. them. Rather than goodwill, there are deep and hidden animosities. Respect is lost and our performance is compromised as our energies go into manipulation and protection rather than working together towards a shared vision.

Seven triggers to yes!

The Powers of Persuasion

We finally know definitively that the brain is hard-wired to take mental shortcuts whenever we make decisions.

Internal mechanisms help us quickly assimilate information and take the correct next step.

What happened to the person I interviewed

High Payoff Hiring

Have you ever found the perfect candidate during an interview who turned out to be the wrong person for the job, costing you money?

Imagine if you could ensure the person sitting across from you in an interview would actually be one of your top performing employees.

How to be the person they fight to keep!

Positive Impact

Most companies today, whether large or small, struggle with the common dilemma of how to make their organization more productive. We believe productivity starts with knowledgeable employees.

The Positive Impact training program instills high performance behaviors that create strong organizations, productive in the areas where it counts most.

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Difference equals greatness.

Diversity

The uniqueness of the individual is what brings strength to the team.

Individual differences in the workplace must be sought after, nurtured and respected. High performance organizations understand this, but sometimes it is easier said than done.

Where do your customers want to go?

Customer Service

In reality, goods and services are not sold; products and services are bought by customers.

Leaders in today's rapidly changing business world have determined that there is more to success than catchy advertising campaigns. Whether it is a business, a professional practice, a health care facility or a government agency, success comes to organizations that are dedicated to looking after their customers.

Time Management

Time is money

"Time is money." – Those that can manage time will increase the bottom line!

Effective time management is essential to success. The most successful organizations in the 21st century will require employees who are effective time managers that know how to set and reach goals based on the organization's vision and values.

Effective Supervisory Skills

Forming, storming and performing

A great leader inspires others to find confidence in themselves.

Supervisors play a key role in any organization. They are responsible for creating a link between upper management and front-line employees, and they have a dramatic impact on employee performance and behavior.

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Why can't things stay the same?

Change Management

The future is guaranteed to bring more change, not less!

We believe that the most successful organizations help their employees understand the importance of developing effective change management skills for personal and professional success. Change is a constant, challenging part of the workplace environment. Taking time to improve your skills is a worthwhile investment in your self-development.

The good, the bad and the ugly.

Conflict Management

Strong leaders in today's fast-paced business world realize that employees who are adept at managing conflict are crucial to success.

To stay competitive, high performance organizations realize that they must effectively manage the conflict that occurs among their employees.

Thriving in chaos.

Principles of High Performance

Organizations, as well as individuals, are perfectly designed to get the results they are currently getting. If they keep doing what they have always been doing, they will continue to get the same results.

In this session, we will introduce the importance of chaos in getting you from where you are to where you want to be.

When you lose your bearings, life can be a hassle.

The Integrity Model

Mastery does not happen by accident. It is a process that occurs as we interact effectively with the events and circumstances of our lives. Each moment of our lives provides an opportunity to practice mastery by expanding our visions, awakening the faculties of our minds and our hearts and assuming full responsibility for living, growing and contributing.

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