



## 2024 Training Topics: Professional Development

We're in this together. A place where professionals hone their skills, exchange collective knowledge, challenge belief systems, engage in meaningful dialogue, celebrate shared victories, stand strong under pressure, and get re-energized in, not only fulfilling goals, but exceeding them.

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### WHY?

No boring lectures here! Dive into a learning experience that's all about you and your team actively growing together. It's not just participation; it's lively dialogue where even the quieter ones have something to share! This engagement not only sparks excitement for team and personal growth but also brings out everyone's best. Dull workshops don't happen here.

1. A tailored experience crafted to meet your specific vision and needs.
  2. A participation in providing feedback during its development stage.
  3. A preliminary call with each participant to learn from them and build rapport.
  4. A follow-up debrief to review feedback and whether training goals were met.
  5. A follow-up 1:1 coaching session with each participant to help formulate goals.
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## 2024 Training Topics: Professional Development

### 1: Leadership Development

Discover your leadership strengths, establish a close workplace culture with shared values, and enhance your strategic thinking for organizational growth.

#### **1. Leaders and Influencers: Discover Your Unique Talent and Leverage It**

Every leadership style is rooted in fundamental principles. With two Profile Assessments (DiSC and Leaders & Influencers), you will gain a deeper understanding of how teams work together as well as how their differences and similarities help a company grow.

#### **2. Building Unity: Elevating a Cohesive Workplace Culture**

Discover the guiding ideals and principles that shape your professional community. Explore the intertwining elements of core values, a shared vision, a commitment to the mission, and common company norms. Culture is the cornerstone that empowers belonging and inclusion.

#### **3. Strategic Planning: Blueprint for Organizational Growth**

Hone in on your analytical skills. Explore systematic techniques, proven methodologies, and practical frameworks that form the backbone of strategic decision-making. Acquire a deep understanding of how to assess, analyze, and implement strategic initiatives.



## 2024 Training Topics: Professional Development

### 2: People Management

Strengthen teamwork through trust-building strategies inspired by "The 5 Dysfunctions Of A Team," improve conflict resolution with effective communication, and navigate change positively and cohesively.

#### **1. Building Trust Through Alignment: Strengthening Morale and Uniting Teams**

Using insights from Patrick Lencioni's "The 5 Dysfunctions Of A Team", discover how gaining the trust of your teammates improves open communication, enhances performance, and creates a more cohesive work environment. Learn how trust can transform employee satisfaction and team rapport, ultimately resulting in the growth of your company.

#### **2. Understanding Conflict Resolution: Developing Effective Communication Methods**

In the workplace, communication issues often lead to conflicts, but they are also the most straightforward to resolve. Acquire effective methods to facilitate transparent, forthright, and engaging dialogue. Enhance your problem-solving skills and develop a newfound confidence to address challenges promptly and boldly as they arise.

#### **3. Navigating Change: Strategies for Smooth Transitions**

Change is disruptive. It can be either positive and streamlined or negative and chaotic. Learn the best techniques in embracing disruption with a positive and organized approach. Discover effective techniques for navigating change with resilience and unity.



## 2024 Training Topics: Professional Development

### 3: Professional Development

Define your Professional Purpose, manage well your workload priorities, and excel in self-regulation.

#### **1. Professional Purpose Statements: Your North Star to Success and Fulfillment**

Your Professional Purpose Statement is your compass to success and fulfillment. Find out how to set and achieve professional goals that resonate with your guiding principles, making your professional journey both rewarding and impactful.

#### **2. Prioritizing Your Workload: Focus on Key Tasks First**

Discover ways to manage your workload without becoming overwhelmed. Learn the art of discerning between what is most crucial and what can wait, ensuring your focus is on tasks that truly drive success.

#### **3. Emotional Intelligence: A Blueprint for You and Your Team**

While EQ is commonly linked with self-awareness, it also encompasses self-regulation, self-motivation, empathy, and social skills. Learn how EQ can enhance work relationships and overall productivity; ultimately creating a more fulfilling work environment.



## 2024 Training Topics: Professional Development

### 4: Sales and Customer Service

Develop negotiation strategies through "Influence: The Power of Persuasion", build a magnetic brand for customer loyalty, and optimize sales strategies for consistent growth.

#### **1. Negotiate with Ease: Present Your Perspective with Confidence**

Learn how to negotiate more effectively with insights from Robert Cialdini's "Influence: The Psychology of Persuasion". Present flexible and viable options in your approach. Contribute to decisions and outcomes by integrating diverse perspectives into team meetings.

#### **2. Loyalty Amplified: Transforming Service Excellence into a Magnetic Brand**

Build a brand that radiates exceptional service to internal and external customers, and watch success soar. Elevate your business by maximizing a customer-centric approach, ensuring lasting customer loyalty and sustainable growth.

#### **3. Revitalizing Revenue: Refresh your Growth Mindset**

Optimize your sales strategies with practical insights. Learn how to revitalize your team's growth mindset and innovative approaches. Gain actionable techniques and set your business on a path of consistent sales growth and success.



## 2024 Training Topics: Professional Development

### 5: Team Dynamics

Give effective feedback, identify team dynamics, enhance unity through clear agreements, optimize project efficiency, and explore stress management techniques.

#### **1. Effective Feedback: Yield Productive Results**

Learn how to provide impactful feedback to amplify workplace productivity and efficiency. Discover how to communicate constructively, encouraging continuous improvement and achieving best results.

#### **2. Understanding Team Dynamics: Achieving Unity through Clear Agreements**

Identify team dynamics - from timelines and deadlines to individual paces and attention to detail. Gain clarity on project completion, expectations, and deliverables. Unify your team with clear agreements to increase collaboration and project success.

#### **3. Project Development: Maximize Productivity and Efficiency**

Project development comes with time challenges. Explore proven strategies and best practices that propel projects forward. Learn how to negotiate time and to maximize productivity and achieve exceptional results with every initiative.

#### **4. Stress Management: Techniques for Finding Balance**

Understand how you and your team manage stress. Improve resilience and balance within your team by learning how to minimize both personal and collective stress. Increase your quality of life without compromising your professional responsibilities.