

## Mission Oriented Business Integrated Services (MOBIS)

### AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

*Federal Supply Group: 874*  
**Contract Number: GS-00F-121DA**  
*Contract Effective: April 15, 2016 through April 14, 2021*  
*Business Size: Small Business*  
*Pricelist Dated: 2016*

## THE HAYES GROUP INTERNATIONAL (GS-00F-121DA)

4400 Silas Creek Parkway  
Suite 301  
Winston-Salem, NC, 27104-3823

Phone: (336) 765-6764

[www.thehayesgroupintl.com](http://www.thehayesgroupintl.com)

#### *POINT OF CONTACT FOR ORDERS:*

Angela Blackmon  
Director of Finance & Administration  
Phone: (336) 765-6764  
Fax: (336) 765-7781  
E-Mail: [angela.blackmon@thehayesgroupintl.com](mailto:angela.blackmon@thehayesgroupintl.com)

**GSA Contract: GS-00F-121DA**

**The Hayes Group International**

Contract Number: GS-00F-121DA  
FSC Classes (SINS): 874-1, 874-4, 874-9  
Contract Period: April 15, 2016 through April 14, 2021  
Contractor's Name: The Hayes Group International  
Contractor's HQ Address: 4400 Silas Creek Parkway, Suite 301, Winston-Salem, NC, 27104-3823  
Business Size: Small  
Maximum Order: \$1,000,000  
Minimum Order: \$100  
Geographic Coverage: Continental United States  
Point of Production: Winston-Salem, NC  
Discount / Prices: All discounts already applied, GSA Net Prices  
Quantity Discounts: A Volume Discount of 2% will apply when orders exceed \$500,000 in a calendar year  
Prompt Payment Terms: 1% NET 20 DAYS  
Government Purchase Card: Accepted  
Foreign Items: None  
Time of Delivery: As Agreed  
F.O.B. Shipping Terms: Destination

Order Address: The Hayes Group International  
Attention: Angela Blackmon  
4400 Silas Creek Parkway  
Suite 301  
Winston-Salem, NC, 27104-3823  
Order Phone: (336) 765-6764  
Order Fax: (336) 765-7781  
Order E-Mail: [angela.blackmon@thehayesgroupintl.com](mailto:angela.blackmon@thehayesgroupintl.com)

Remittance Address: The Hayes Group International  
Attention: Angela Blackmon  
4400 Silas Creek Parkway  
Suite 301  
Winston-Salem, NC, 27104-3823

DUNS: 957418049  
CAGE: 3GRQ9  
Current CCR / ORCA: Yes  
Corporate Website: [www.thehayesgroupintl.com](http://www.thehayesgroupintl.com)

GSA Contract: GS-00F-121DA

## THE HAYES GROUP INTERNATIONAL

*We elevate organizations by helping leaders and teams become the best they can be.*

### Our Mission:

- Help clients analyze and diagnose their organizational and individual developmental needs
- Provide customized, quality consulting and training that is sensitive to each client's unique environment
- Assist clients in meeting specific objectives that support their missions and business directions
- Elevate the standard for client satisfaction and quality service

### Our Goal:

To provide the highest quality services, designed especially to help your organization achieve its organizational goals and maximize its competitive advantage.

### Our Story:

We are a small team of experienced professionals with diverse industry experience, proud to have had a positive impact on over 1,700 organizations world-wide over the past 40 years. This impact comes through solving real time business problems - having a direct impact on the human capital of the organization.

Hayes enables individuals within our client organizations to grow and develop as leaders and managers through executive coaching, team facilitation, training and individual development planning. We work with management teams at all levels helping them be better aligned, have better teamwork, and solve real people and business problems that are often barriers to the company's success. We help organizations effectively manage major change initiatives, especially around cultural issues (mergers, acquisitions and divestitures; implementation of new structures, technologies, or processes). **Our unique value proposition is that we do all of the above balancing caring and compassion with directness and a sense of urgency.**



**Merwyn Hayes**, founder and CEO of the company, is known as the "Coach's Coach!" Merwyn has said to thousands of people that his name is Merwyn, not "Merlin". The Hayes Group does not pretend to have a "magic" solution for any of an organization's problems, but we are proud of the positive changes that we contributed to in the lives of thousands of people and hundreds of companies.

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## SIN 874-1

### Coaching and Consulting Services

The Hayes Group has coached over 2,000 leaders in its history. One-on-one coaching has been done with leaders from a wide spectrum of organizations – including professional athletes, CEO's, collegiate coaches, line supervisors and all level of managers. Hayes is a world leader in the use of videotaped feedback in the coaching sessions, having successfully used this media with over 160,000 individuals.

Many leaders and managers are hiring coaches to enhance their leadership and communication skills. The benefit received in the *Coaching* partnership is a greater confidence to execute strategy, lead change initiatives and build commitment in these dynamic and challenging times. The Hayes Group coaching practice provides this business partnership.

Our clients value the structured plan and support we provide as they face challenging issues, establish priorities and develop new behaviors in the accomplishment of leading and managing others.

#### **STANDARD COACHING PROCESS FORMAT (six-months)**

##### **Phase 1: Establishing the Relationship**

The coaching engagement begins with face-to-face meetings in which candidate and the coach build rapport and establish realistic guidelines and expectations. This phase creates the foundation for a collaborative relationship.

##### **Phase 2: Assessment and Feedback**

The discovery begins in the conversation with the coach and continues with the use of assessment tools to capture a snapshot of current leadership and management style, personality and behaviors. The tools can include a combination of online behavioral style survey, interviews with colleagues, unobtrusive observations in the work environment, interviews with customers, review of performance appraisals, self-assessment and a 360° survey and/or a Job Relations Inventory. The information in this phase identifies development needs and provides the foundation for personal development.

*Special coaching programs can be initiated that are targeted at specific areas that are already known. This may be done without formal assessment and feedback processes.*

##### **Phase 3: Personal Development Action Plan**

The next step in the process is to establish goals and to plan change strategies based on the development needs. The development goals include short and long term development. The strategies for achievement often include stretch assignments, in addition to skill development approaches.

##### **Phase 4: Coaching The Personal Development Action**

The Hayes coach follows up with the leader/manager on the progress of achieving the desired development goals. Setbacks, obstacles and successes are the focus of discussions. In addition, real world practice occurs, with the aid of videotaping and playback critiques.

**Phase 5: Sustainability of Actions**

The Hayes coach utilizes specific sustainability techniques to reinforce positive behaviors and to help the individual change negative behaviors. These techniques include the individual being transparent, finding managers and peers to give feedback, and “broadcasting the change,” which helps the individual change peer and manager perceptions. The Hayes coach uses integral follow-up points to reinforce the behavioral change.

**LENGTH**

The coaching engagement typically lasts for six to twelve months according to the participant’s needs.

SIN	THE HAYES GROUP INTERNATIONAL SERVICE OR PRODUCT	GSA PRICE
874 1	Principal	\$357.43 Per Hour
874 1	Senior Consultant	\$289.04 Per Hour
874 1	Support Consultant	\$214.11 Per Hour
874 4	Standard Leadership Coaching Program	\$7,063.98

**Tools Used As Part of the Consulting & Coaching Processes**

874 9	Hayes Maturity Index	\$17.13
874 9	Hayes Leadership 360° Survey Report	\$192.70
874 9	Leadership Versatility Index - Deluxe (most often used by THGI)	\$367.07
	Myers-Briggs: (see next four lines below)	
874 9	MBTI Form M Profile (MBTI M Profile So-Adm)	\$41.71
874 9	MBTI Step I Interpretative Report (MBTI M Interpretive So-Adm)	\$46.35
874 9	MBTI Step II (MBTI Q Interpretive So-Adm)	\$32.44
874 9	MBTI Work Styles Report (MBTI M WSR SK1Adm)	\$23.17
874 9	Strength deployment Inventory (SDI)	\$45.34
874 9	TBS Motivation Profile	\$32.24
874 9	Thomas Kilmann (TKI Eng) Conflict Mode Instrument (online use)	\$46.35
874 9	DISC Profiles	\$40.81
874 9	DISC Profile Composites	\$231.74
874 9	Job Relations Inventory (Coaching Playbook)	\$231.74

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## **SIN 874-4**

### **Planning and Facilitation Services**

#### **Agreement on strategic direction and focus:**

Many organizations feel as though the most important outcome of the planning process is the strategic plan document. We assure you that it is not. What's most important is the dialogue and strategic thinking that leads to agreement in each key area of your plan. Discussion and debate, when used constructively, lead to one voice and most importantly one direction that identifies the organization's true north.

#### **Resource allocation:**

Without meaning to, organizations by nature may set up functional managers to compete for limited resources and budget dollars. This leads to budget feuding and functional silos. When working with a common purpose and organizational focus, managers see how the contributions they bring to the organization can fuel improvements within their own areas and subsequently learn to leverage resources within the entire enterprise.

#### **Alignment:**

While the importance of managers being on the same page is obvious, many organizations want to push agreement further down the organization. They work to have agreement among key managers, as well the broader workforce. Imagine the potential for your organization if everyone not only understood, but was committed to the direction in which your organization was headed and were able to distinguish their personal impact on the organization's success.

#### **Measurement:**

It's often said, "What gets measured, gets done." In many cases, this is absolutely true. After the appropriate measures are identified or designed to focus on the key goals and strategies, a reporting and communication process has to be established. In this case, measurement isn't used as a baseball bat, but a feedback tool to let managers and employees know how they are doing.

#### **Efficiency and effectiveness:**

With all stakeholders working towards the same goal the organization can prosper with fewer resources and become more productive. This is especially true when the strategic plan cascades through all divisions or departments. Individuals who align their work responsibilities to the department plan are then able to see how what they contribute helps the overall organization and customer.

### **Planning Options**

Hayes can assist you by facilitating and leading the following:

#### **Research**

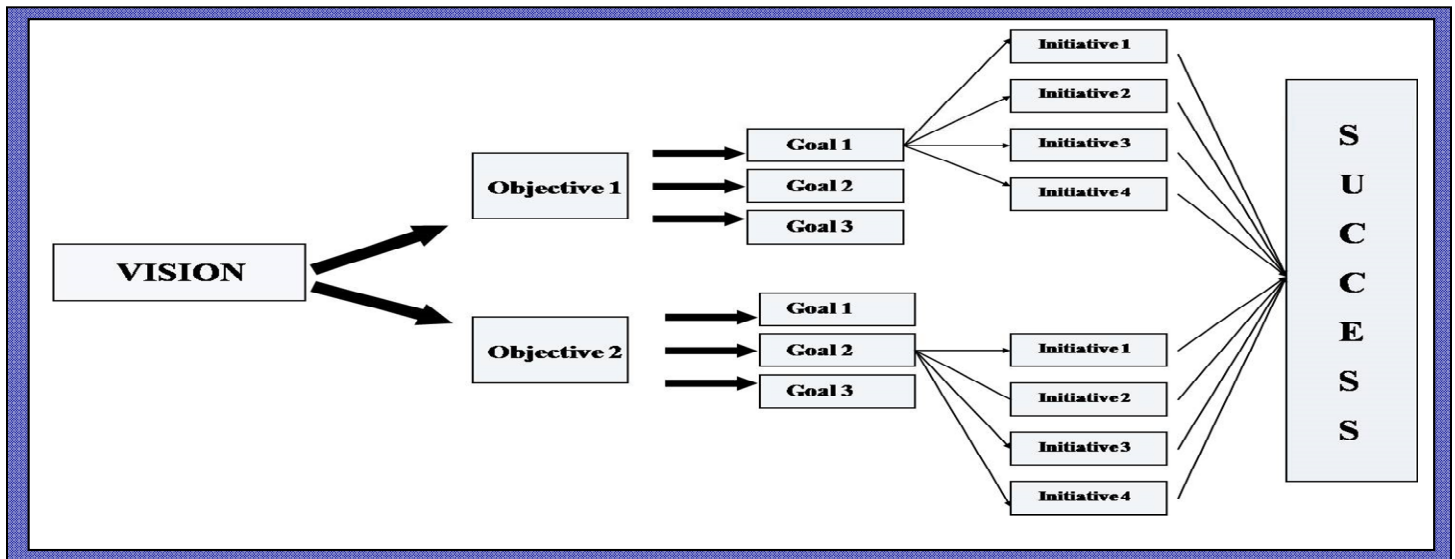
Hayes works to codify the history and current direction of the organization. Interviews are conducted throughout the organization to capture perspectives, likely roadblocks, the essence of the culture and what people believe to be the strengths and weaknesses of the organization, along with their ideas as to the future of the organization.

**Strategy retreats:**

Consider your organization’s most pressing needs, understanding where you are today, and where you desire to be. Review and re-establish your organizational purpose, values, market position and annual goals. This session(s) will also focus on developing valid success measures that can be extrapolated through the organization and for shorter time oriented plans.

**Tactical and operational planning sessions:**

Focus your efforts on developing an operational or tactical plan for the upcoming year that are completely aligned with the overall strategic plan. Hayes uses a series of meetings to develop a plan that will set you apart from your competitors. How can you focus your attention on leveraging and deploying strengths and opportunities?



**Re-organization workouts:**

Today's economic climate is forcing some organizations to consider significant structure and financial changes. In some cases, companies are forced to consider re-organization of the organizational structure. Let us help you identify the immediate actions needed to move ahead, in tandem with your leadership team.

**Measurement and contingency strategy development sessions:**

The world around us changes very quickly. If you already have a strategic business plan that maps out the next 3-5 years, guarantee its success by formally reviewing the marketplace and competitive forces that you will need to address and have scenario planning based contingency strategies/responses ready to implement.

**Strategic discovery and deployment session:**

Partner with Hayes to establish an ongoing planning process that will take you from the first planning meeting to the annual deployment and contingency plans. Allow us to help you to embed a planning mindset that will lead to an unparalleled creation of strategic thought and organizational direction.



## Team Development / Group Facilitation Services

The Hayes Group team development process leads “groups” to work together as “teams” through identification of teamwork barriers, discussion and action planning, and realization of different styles of team members.

The primary outcome of the Hayes team development process is an organization that is more effective in carrying out its mission and in turn more successful in accomplishing its bottom line results.

More specifically, the following will occur:

- Better planning (identification of goals and objectives and organizational alignment)
- Greater teamwork (how do we help each other)
- More skilled leaders and managers – especially in “managing people”, decision making and relationship management
- Improved communication – organizational and interpersonal
- Resolution of issues and barriers to teamwork through specific action items
- Greater understanding of style differences (and importance of style diversity within teams)

### The Planning and Team Development Session(s)

Hayes customizes each Planning and Team Development Session according to the needs of the organization. These needs as well as an overall cultural assessment are determined as part of a research and needs assessment before the off-site team development session.

Typically, the team development sessions are one to two day off-site sessions – concentrating on outcomes that can be immediately applied to the participants’ work environment.

Hayes consultants typically start the Team Development session with a hands-on team development exercise that emphasizes characteristics of successful teams.

Using the DISC Behavioral Styles survey, each team member is given an individual assessment of his or her behavioral style. An explanation of how the style relates to teamwork, to the overall organization, and to communication with other styles. Participants see how they utilize their individual styles as they progress through the issues and barriers section of the agenda.

The standard Team Development session uses issues identified during the research process to help team members realize what barriers exist in the organization and to provide solutions to these barriers. Hayes consultants serve as facilitators to this discussion.

Hayes provides a summary report to the client outlining action plans and its general findings and recommendations.

A follow-up meeting, usually 3 to 4 months after the session, helps ensure that the actions are being implemented and helps resolve any further teamwork issues.

SIN	THE HAYES GROUP INTERNATIONAL SERVICE OR PRODUCT	GSA PRICE
874 4	Strategic Planning Facilitation	\$2,478.59 Per Day
874 4	Team Development & Planning	\$2,478.59 Per Day



**Materials Used in Support of Facilitation Services**

874 4	Teambuilding Session Support Materials	\$24.79
874 9	Thomas Kilmann (TKI Eng) Conflict Mode Instrument (online use)	\$46.35
874 9	DISC Profiles – used by client without THGI consulting	\$40.81
874 9	DISC Profile Composites	\$231.74
874 9	Strength deployment Inventory (SDI)	\$45.34

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## SIN 874-4

### Training Services

The Hayes **Training and Development Services** increase the value of the client's people by elevating their skills to new heights. The training processes are highly interactive, challenging participants to apply new learning to their real-world environment. Training often involves unique one-on-one video-recorded skill development with simulated role-plays and group feedback. The behavioral changes acquired in all Hayes training through a carefully planned **Sustainability Process** – to insure that the lessons learned are sustained.

Our “tool kit” includes both proprietary and other assessment instruments and processes. We are especially proud of two processes (with tools) unique to Hayes that have significantly impacted increased employee motivation and higher performance. The first, **The Belief System™**, (based on a book written by Merwyn Hayes and Thad Green) is both a superb diagnostic tool for identifying and quantifying motivation problems and a focused process for solving such problems.

The second process, the **Job Relations Inventory and Coaching Play Book** (a book written by Merwyn Hayes and Richard Huseman on the importance of one's immediate manager) is a diagnostic tool for measuring the motivational level of a manager's direct reports. Using this tool, a manager learns to understand, develop, and implement the skills that will make them a better manager. The outcome is a higher retention rate of better employees, greater employee motivation aligned with the company's vision and goals, and a relationship between managers and employees at all levels that is critical to any company's success.

As the situation requires, we also use more commonly available tools for assessment including DISC, Myers Briggs, Leadership Versatility Index, Thomas-Kilmann Conflict Mode Instrument, and our own 360's and Engagement Surveys.

Our offerings, both public and private (onsite) are as follows:

**Workshop / Course Catalog**

**Private Training Workshops (ON-SITE)**

<b>Title of Course</b>	<b>The Leadership Edge</b>	<b>Length of Course</b>	<b>2-days</b>
<b>Price per Participant</b>	<b>\$743.58</b>	<b>Minimum # of Participants</b>	<b>7</b>
	<b>Volume Discounts Available</b>	<b>Maximum # of Participants</b>	<b>15</b>

**Course Description:** A Special Leadership Development Workshop in Motivation, Strategic Thinking, Conflict Management, Emotional Maturity, and Servant Leadership. Today's business leaders need to be especially skilled in having good judgment, or to put it another way, to be skilled at making the best decisions. This workshop enables you to accelerate the pace at which you gain leadership maturity skills. By applying the 6 Key Elements of The Leadership Edge, you will develop more maturity and be more skilled at having better judgment and making better decisions. You will have The Leadership Edge!

**6 Key Elements:**

- SERVANT LEADERSHIP: Serve and then lead – a roadmap for being a servant leader
- THE BELIEF SYSTEM™: A new construct for analyzing & solving motivational & performance challenges
- VISION CASTING: The core of leadership, a process for maximizing how we think & subsequently what we do
- MANAGING CONFLICT: How to achieve positive outcomes in tough situations
- EMOTIONAL MATURITY: Recognizing and maximizing our impact on those that we lead
- EXECUTIVE PRESENCE: Understanding how image & personal brand affect your personal & people leadership

**Your Leadership experience includes:**

The Hayes Maturity Index, the Thomas-Kilmann Conflict Instrument, and The Belief System Motivation Profile to help you assess your leadership maturity as well as give you individual actions for enhancing your leadership competencies Structured exercises and feedback from peers in the workshop that will also add to your learning experience. Books by those leading the workshop such as "The Belief System™" and "Give to Get Leadership", as well as other carefully chosen leadership essays and books.

One-on-one consultation from a workshop leader to help you interpret your motivation profile and other instruments, and help you maximize your workshop experience.

<b>Title of Course</b>	<b>Coaching for Peak Performance</b>	<b>Length of Course</b>	<b>2-days</b>
<b>Price per Participant</b>	<b>\$743.58</b>	<b>Minimum # of Participants</b>	<b>4</b>
	<b>Volume Discounts Available</b>	<b>Maximum # of Participants</b>	<b>15</b>

**Course Description:** Nothing is more important to the success of a manager than his/her ability to be a successful COACH. No development process is more effective in helping one become a successful coach than the Hayes Process. Each participant will leave with three valuable Workshop Outcomes:

A specific and accurate assessment of their Coaching Skills. In addition to assessing coaching skills, the Job Relations Inventory (JRI) provides an in-depth analysis of the participant's direct reports.

Practical strategies for retaining high-potential employees and increasing employee motivation – Based on a coaching game plan in which the focus is personal priorities.

Hands-on skill development: Enhanced Coaching Skills where it really counts. Real world practice sessions that go far beyond the normal training process – three video recorded skill development practices in which individual specific coaching needs are addressed.

This two-day workshop gives participants several opportunities to practice developing their coaching and feedback skills. Acclaimed worldwide as the premier coaching process and workshop, over 160,000 people have been trained in coaching and management skills using a video recorded process that many say is the “real thing.” Each person uses his/her own real world situations for the practice sessions. These sessions include private video recorded sessions with small group playback and analysis. The trainer-to-participant ratio in the skill practice groups is 1 to 5.

<b>Title of Course</b>	<b>Influencing Skills</b>	<b>Length of Course</b>	<b>2-days</b>
<b>Price per Participant</b>	<b>\$743.58</b>	<b>Minimum # of Participants</b>	<b>4</b>
	<b>Volume Discounts Available</b>	<b>Maximum # of Participants</b>	<b>15</b>

**Course Description:** The Influencing Skills workshop is a dynamic and participative experience where people learn and practice specific influencing techniques and skills. The participants learn how to better plan for their influencing interactions as well as the dynamics for becoming more skilled in those interactions. This workshop focuses on “learning through doing.” The participants not only learn valuable and practical how-to’s for improving their influencing skills, but discover for themselves how they really communicate through videos they observe after their DVD recording practice sessions. The Hayes trainer/facilitator is the person they are talking to in the practice sessions, and they are able to practice situations so real, the participants often forget they are being recorded. Additionally, they get valuable feedback from their peers and the Hayes trainer. Consistently, those attending the workshop have shared that what they learned in the training contributed to their being more successful on the job!

**WORKSHOP CONTENT:**

- Understanding critical factors in influencing
- Planning an approach by identifying the goal, analyzing the situation, and organizing thoughts effectively
- Understanding different approaches and which approach is best for each situation
- Using Force-Field analysis to minimize restraining forces and maximize driving forces
- Understanding different communication styles and how to adapt to them
- Focusing on where communication breaks down – tone, words, body language
- Adapting to different cultures using specific influencing techniques
- Maximizing the environment
- Asking and answering questions and objections in order to add to success

<b>Title of Course</b>	<b>A Learning Leader</b>	<b>Length of Course</b>	<b>2-days</b>
<b>Price per Participant</b>	<b>\$619.65</b>	<b>Minimum # of Participants</b>	<b>15</b>
		<b>Maximum # of Participants</b>	<b>25</b>

**Course Description:** In our ever-changing society organizational leaders are faced with more challenges today than ever before. This unique course has been created to assist leaders in leading in that changing world. By combining the research of Peter Senge (Fifth Discipline), Jim Collins (Good to Great) and Dr’s Merwyn Hayes and Mike Comer’s “Start With Humility” the course will prepare leaders to lead their organizations through today’s challenges with a focus on continuous personal and organizational improvement to prepare for tomorrows challenges.

The course is built around the following principles: Good leaders have a heightened level of self-awareness and understanding, good leaders promote a culture of learning, good leaders use discipline in both their thinking AND their decision processes, are proactive in managing change and practice leadership from a position of humility.

The workshop is highly interactive and utilizes numerous learning techniques to promote a deep level understanding of each of the key elements covered.

<b>Title of Course</b>	<b>Putting People at the Heart of High Performance</b>	<b>Length of Course</b>	
<b>Price per Participant</b>	<b>\$743.58</b>	<b>Minimum # of Participants</b>	<b>4</b>
		<b>Maximum # of Participants</b>	<b>15</b>

**Course Description:** This workshop provides you with tools for diagnosing and solving “people-related” problems. Built around THE BELIEF SYSTEM™ motivation model, the workshop is designed to help managers and supervisors become more skilled in truly “putting people at the heart of high performance.”

**Workshop Outcomes**

- Use your experience to improve communication with employees and increase motivation
- Solve performance problems using a tool called THE BELIEF SYSTEM™
- Improve your management skills – through better self-awareness and relationship skills
- Address perceptions of favoritism, mistrust, and issues of integrity, therefore contributing to your becoming a better manager

**Public Training Workshops (PUBLIC – OPEN ENROLLMENT)**

<b>Title of Course</b>	<b>The Leadership Edge</b>	<b>Length of Course</b>	<b>2-days</b>
<b>Price per Participant</b>	<b>\$750.00</b>	<b>Minimum # of Participants</b>	<b>1</b>
	<b>Volume Discounts Available</b>	<b>Maximum # of Participants</b>	<b>Unlimited</b>

**Course Description:** A Special Leadership Development Workshop in Motivation, Strategic Thinking, Conflict Management, Emotional Maturity, and Servant Leadership. Today’s business leaders need to be especially skilled in having good judgment, or to put it another way, to be skilled at making the best decisions. This workshop enables you to accelerate the pace at which you gain leadership maturity skills. By applying the 6 Key Elements of The Leadership Edge, you will develop more maturity and be more skilled at having better judgment and making better decisions. You will have The Leadership Edge!

**6 Key Elements:**

- SERVANT LEADERSHIP: Serve and then lead – a roadmap for being a servant leader
- THE BELIEF SYSTEM™: A new construct for analyzing & solving motivational & performance challenges
- VISION CASTING: The core of leadership, a process for maximizing how we think & subsequently what we do
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Your Leadership experience includes:

The Hayes Maturity Index, the Thomas-Kilmann Conflict Instrument, and The Belief System Motivation Profile to help you assess your leadership maturity as well as give you individual actions for enhancing your leadership competencies. Structured exercises and feedback from peers in the workshop that will also add to your learning experience. Books by those leading the workshop such as “The Belief System™” and “Give to Get Leadership”, as well as other carefully chosen leadership essays and books.

One-on-one consultation from a workshop leader to help you interpret your motivation profile and other instruments, and help you maximize your workshop experience.

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	<b>Volume Discounts Available</b>	<b>Maximum # of Participants</b>	<b>Unlimited</b>

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A specific and accurate assessment of their Coaching Skills. In addition to assessing coaching skills, the Job Relations Inventory (JRI) provides an in-depth analysis of the participant’s direct reports.

Practical strategies for retaining high-potential employees and increasing employee motivation – Based on a coaching game plan in which the focus is personal priorities.

Hands-on skill development: Enhanced Coaching Skills where it really counts. Real world practice sessions that go far beyond the normal training process – three video recorded skill development practices in which individual specific coaching needs are addressed.

This two-day workshop gives participants several opportunities to practice developing their coaching and feedback skills. Acclaimed worldwide as the premier coaching process and workshop, over 160,000 people have been trained in coaching and management skills using a video recorded process that many say is the “real thing.” Each person uses his/her own real world situations for the practice sessions. These sessions include private video recorded sessions with small group playback and analysis. The trainer-to-participant ratio in the skill practice groups is 1 to 5.

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recorded. Additionally, they get valuable feedback from their peers and the Hayes trainer. Consistently, those attending the workshop have shared that what they learned in the training contributed to their being more successful on the job!

**WORKSHOP CONTENT:**

- Understanding critical factors in influencing
- Planning an approach by identifying the goal, analyzing the situation, and organizing thoughts effectively
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- Focusing on where communication breaks down – tone, words, body language
- Adapting to different cultures using specific influencing techniques
- Maximizing the environment
- Asking and answering questions and objections in order to add to success

<b>Title of Course</b>	<b>Putting People at the Heart of High Performance</b>	<b>Length of Course</b>	
<b>Price per Participant</b>	<b>\$750.00</b>	<b>Minimum # of Participants</b>	<b>1</b>
		<b>Maximum # of Participants</b>	<b>Unlimited</b>

**Course Description:** This workshop is provides you with tools for diagnosing and solving “people-related” problems. Built around THE BELIEF SYSTEM™ motivation model, the workshop is designed to help managers and supervisors become more skilled in truly “putting people at the heart of high performance.”

**Workshop Outcomes**

- Use your experience to improve communication with employees and increase motivation
- Solve performance problems using a tool called THE BELIEF SYSTEM™
- Improve your management skills – through better self-awareness and relationship skills
- Address perceptions of favoritism, mistrust, and issues of integrity, therefore contributing to your becoming a better manager

**Complete customized training and training development services can be provided under SIN 874-1, Consulting Services**