



Providing business leaders
lasting competitive advantages
through improved team performance

Jerome Consulting facilitates highly interactive team development efforts (often with a blend of humor) while sharing serious business principles and practices to build leadership at all levels of an organization. Our training programs provide proven, readily understandable tools and techniques that have been field-tested by thousands of leaders worldwide. Many tools are often applicable in 3-30 minutes. All case applications and exercises are customized to represent the real-world challenges in your organization and industry. Learners explore opportunities for success. Short- and long-term action plans produce quick hits and home runs.

All programs are designed as individual modules (often 4 to 8 hours each) so you can choose only what you need for maximum flexibility and cost-containment. You can also combine selected topics for intensive team development efforts. Examples of “**Packaged Training Series**” follow. Simply put, **Jerome Consulting** believes you should get what you want.

<i>The Sales Series</i> Selling Value	<i>The Service Series</i> Providing Unbelievable Service	<i>The Management Series</i> Leading Teams	<i>The Leadership Series</i> Partnering For Results	<i>The Executive Series</i> Aligning Vision
<p>2-day series develops essential skills for all sales professionals who sell the benefits of products/services</p> <p>Influencing For Business Results Flexing Communication Styles Using DiSC</p> <p>Negotiating Cooperatively Employing Assertive ‘Win-Win’ Strategies</p> <p>Electives (Available programs not included above)</p> <p>Sharing Effective Feedback Using The Feedback Planner Without Authority</p> <p>Building Customer Loyalty Providing ‘Unbelievable!’ Service</p> <p>Enhancing Presentations Build Confidence & Credibility</p>	<p>2-day series develops critical skills for all service professionals with regular and direct customer contact</p> <p>Influencing For Business Results Flexing Communication Styles Using DiSC</p> <p>Building Customer Loyalty Providing ‘Unbelievable!’ Service</p> <p>Electives</p> <p>Sharing Effective Feedback Using The Feedback Planner Without Authority</p> <p>Negotiating Cooperatively Employing Assertive ‘Win-Win’ Strategies</p>	<p>3-day series develops core skills for all tactical managers & contributing team members who lead teams</p> <p>Influencing For Business Results Flexing Communication Styles Using DiSC</p> <p>Leading Teams Applying Situational Leadership & Influencing Team Culture</p> <p>Coaching Through Effective Feedback Applying The Feedback Planner</p> <p>Electives</p> <p>Building Teams Developing Teams & Team Agreements</p> <p>Evaluating Performance Describing & Developing Talent</p> <p>Negotiating Cooperatively Employing Assertive ‘Win-Win’ Strategies</p> <p>Solving Problems Applying Process Improvement Tools</p> <p>Facilitating Productive Meetings Meeting For Results</p>	<p>2-day series develops proven skills for all leaders who collaborate with others to achieve mutual goals</p> <p>Leading Transitions Choosing Best Practices To Manage Change</p> <p>Building Teams Developing Teams & Team Agreements</p> <p>Electives</p> <p>Influencing For Business Results Flexing Communication Styles Using DiSC</p> <p>Sharing Effective Feedback Using The Feedback Planner Without Authority</p> <p>Negotiating Cooperatively Employing Assertive ‘Win-Win’ Strategies</p> <p>Leading Teams Applying Situational Leadership & Influencing Team Culture</p> <p>Building Customer Loyalty Providing ‘Unbelievable!’ Service</p>	<p>2-day+ series (per # of objectives) develops practical skills for all strategic leaders who set company direction and values</p> <p>Aligning Vision Balancing Strategic Plans & Tactical Projects</p> <p>Electives</p> <p>Influencing For Business Results Flexing Communication Styles Using DiSC</p> <p>Sharing Effective Feedback Using The Feedback Planner Without Authority</p> <p>Leading Transitions Choosing Best Practices To Manage Change</p> <p>Building Customer Loyalty Providing ‘Unbelievable!’ Service</p>