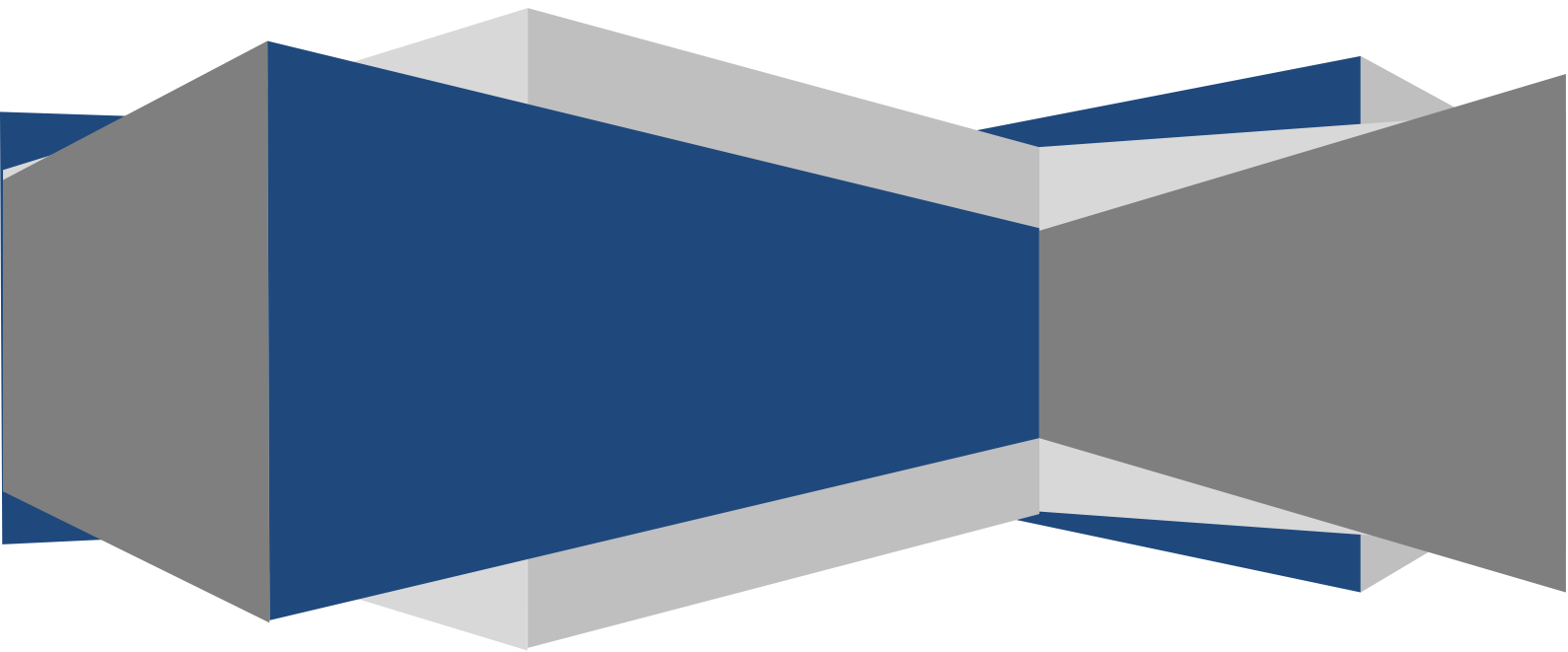




ELAVATE LEADERSHIP ACADEMY CURRICULUM 2023



#	WORKSHOP	DAY(S)	PAX/WORKSHOP
A. CXO AND DIRECTOR DEVELOPMENT			
1.	Vision, Mission, Values for CXO's	1 Day	Min. 12
2.	SMS: Strategy Mapping for Success	1 Day	Min. 12
3.	BSC: Balanced Scorecard Development for Productivity	1 Day	Min. 12
4.	LC: Leading Change - Executive CXO Version	1 Day	Min. 12
5.	EPS: ELAvate Presentation Skills Platinum	2 Days	Min. and Max. 10
6.	LFE: Leading for Effectiveness 360 ⁰ for Manager Survey & Workshop	2 Days	Min. 12
B. LEADING, MANAGING AND COACHING			
1.	SMPC: Strategy Mapping for Profit Centers	1 Day	Min. 12
2.	DISC - Coaching Different DISC Personalities	1 Day	Min. 12
3.	DF: Driving Forces/Motivator	1 Day	Min. 12
4.	LC: Leading Change - Senior Leaders	2 Days	Min. 12
5.	LSO: Linking Strategy to Outcomes	2 Days	Min. 12
6.	ILS: Interpersonal Leadership Skills	2 Days	Min. 12
7.	EPS: ELAvate Presentation Skills Gold	2 Days	Min. and Max. 10
8.	CPSDM: Creative Problem Solving and Decision Making	2 Days	Min. 12
9.	AWP: Analyzing Work Processes	1 Day	Min. 12
10.	LFE: Leading for Effectiveness 360 ⁰ for Manager Survey & Workshop	2 Days	Min. 12
11.	FI: Focused Interviewing for Managers	2 Days	Min. 12
12.	TFTE: Tools for Trainer Excellence	3 Days	Min. and Max. 10
13.	GR: Giving Recognition	½ Day	Min. 12
14.	PCF: Providing Constructive Feedback	½ Day	Min. 12
15.	EE: ELAvate Ethics for Inclusive Leadership	½ Day	Min. 12
16.	DO: Developing Others	½ Day	Min. 12
17.	SG: Setting Goals	½ Day	Min. 12
18.	CWA: Communicating Work Assignments	½ Day	Min. 12
19.	21L: The 21 Irrefutable Laws of Leadership	1 Day	
20.	MYP: Managing Your Priorities	½ Day	Min. 12
21.	PSNC: Personal Strategies for Navigating Change	½ Day	Min. 12
22.	PTL: The Phases of Team Leadership	½ Day	Min. 12
23.	TLTK: Team Leadership Tool Kit – 20 Tools for Leading Productive Teams	½ Day	Min. 12
24.	HYTC: Helping Your Team Collaborate	½ Day	Min. 12
25.	17L: The 17 Indisputable Laws of Teamwork	1 Day	
26.	6E's Coaching: Bringing Out the Best in Others	½ Day	Min. 12
27.	CCPR: Conducting Collaborative Performance Reviews	½ Day	Min. 12

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28.	AGQPL: Asking Great Questions and Proactive Listening	½ Day	Min. 12
29.	5LL: John Maxwell’s 5 Levels of Leadership	1 Day	Min. 12
30.	6E’s CC: 6E’s ELAvate Coaching Certification	3 Days	Min. and Max. 6

#	PROGRAM	DAY(S)	PAX
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C. FRONT LINE SUPERVISORY LEADERSHIP

1.	XCL: Xcellence Supervisory Skills for New Leaders	2 Days	Min. 12
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D. QUALITY AND PROCESS IMPROVEMENT

1.	QST: Quest – Focusing Your Team on Quality	½ Day	Min. 12
2.	QST: Quest – Tools and Techniques for Solving Quality Problems	½ Day	Min. 12
3.	QST: Quest – Participating in Quality Problem-Solving Sessions	½ Day	Min. 12
4.	QST: Quest – Leading Quality Problem-Solving	½ Day	Min. 12
5.	QST: Quest – Analyzing Work Processes: Finding Opportunities for Improvement	½ Day	Min. 12
6.	QST: Quest – Solving Quality Problems	½ Day	Min. 12

E. SELF LEADERSHIP AND PERSONAL PRODUCTIVITY

1.	DSL: DISC for Self-Leadership	1 Day	Min. 12
2.	DLWY: Developing the Leader Within You	1 Day	Min. 12
3.	WS: WorkSkills: Your Steps to Success for Entry Level Employees	½ Day	Min. 12
4.	John Maxwell: 15 Invaluable Laws of Growth for Success and Significance	1 Day	Min. 12

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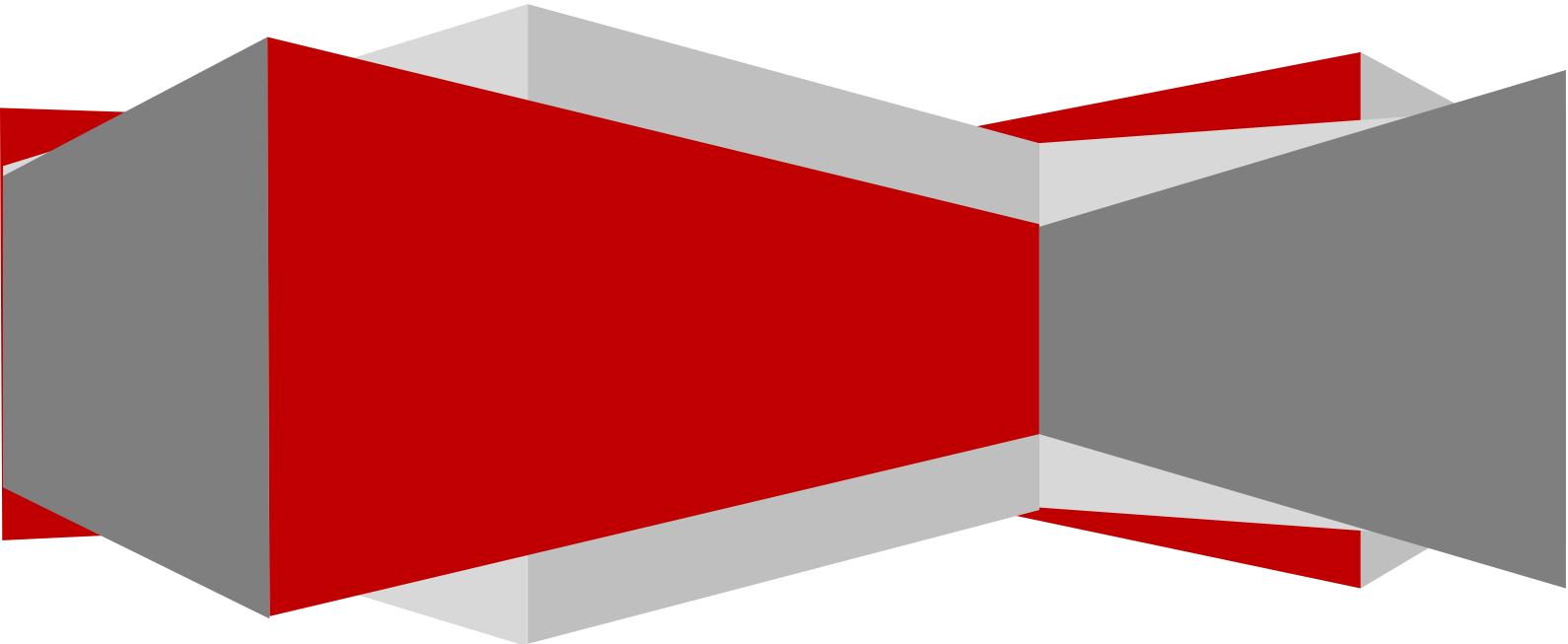
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ELAVATE SALES ACADEMY CURRICULUM 2023



#	WORKSHOP	DAY(S)	PAX/WORKSHOP
A. FOUNDATIONAL SELLING SKILLS AND ATTITUDE			
1.	CSS: Consultative Selling Skills	2 Days	Min. 12
2.	PSS+: Professional Selling Skills Plus	2 Days	Min. 12
3.	CSS Rx: Consultative Selling Skills Rx	2 Days	Min. 12
4.	ENS: ELAvate Negotiation Skills	2 Days	Min. 12
5.	SAC: Selling Against the Competition	2 Days	Min. 12
6.	PTS: Professional Teleselling Skills	2 Days	Min. 12
7.	STS - GCC: Sales Through Service - Guiding Customer Conversations	1 Day	Min. 12
8.	STS - ECR: Sales Through Service - Expanding Customer Relationships	1/2 Day	Min. 12
9.	PS: Prospecting Skills	2 Days	Min. 12
10.	SSB: Selling Skills for Bankers	1 Day	Min. 12
11.	SAC: Selling Against the Competition	1 Day	Min. 12

B. ADVANCED SELLING SKILLS AND PROCESS			
1.	ESPS: ELAvate Sales Presentation Skills Gold	2 Days	Max. 10
2.	COIN: COIN Probing Strategies	1 Day	Min. 12
3.	KAS: Key Account Strategies	2 Days	Max. 10

C. COACHING FOR SALES PRODUCTIVITY			
1.	ESC: ELAvate Sales Coaching	2 Days	Min. 6
2.	CDSP: Coaching Different Sales People Personalities	1 Day	Min. 12
3.	6E'sC: 6 E's Sales Coaching Process	2 Days	Min. 12
4.	5LSC: 5 Levels of Sales Coaching	1 Day	Min. 12
5.	TSTE: Tools for Sales Trainer Excellence	2 Days	Max. 10
6.	SMB: Sales Management for Bankers	2 Days	Min. 12

D. SALES STRATEGY AND PRODUCTIVITY			
1.	Sales Strategy Mapping	1 Day	Min. 6 and Max. 12
2.	Balanced Scorecards for Sales Success	1 Day	Min. 6 and Max. 12

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