

GSA Course Price List

Project Management Training Courses

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
PMP® Exam Prep Boot Camp <i>(onsite Boot Camp at your location)</i>	\$955.00	4 Day	16	50

Course Description: This fast paced boot camp prepares each participant with all the core competencies to pass the PMP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. Also, learn methodologies for taking national tests. This course will follow the Project Management Institute's knowledge areas of the *PMBOK® Guide*. 35 PDUs/3.5 CEUs

The Mathis Group PMP® Exam Guarantee: In the unlikely event you do not pass the PMP® exam in three attempts within 180 days of taking the original course, The Mathis Group will refund the \$995 course fee.

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
PMP® Exam Prep Boot Camp <i>(onsite Boot Camp at your location)</i> <i>(includes retesting fee)</i>	\$1,400.00	4 Day	12	50

Course Description: This fast paced boot camp prepares each participant with all the core competencies to pass the PMP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. Also, learn methodologies for taking national tests. This course will follow the Project Management Institute's knowledge areas of the *PMBOK® Guide*. 35 PDUs/3.5 CEUs

The Mathis Group PMP® Exam Guarantee: In the unlikely event you do not pass the PMP® exam the first time, The Mathis Group will pay for your second attempt within 30 days. If you do not pass the PMP® exam the second time, we will pay for the third attempt within 30 days. If you do not pass the PMP® exam after three attempts, we will refund the balance of the seminar price to you! ***Note:** The Mathis Group will pay the retake fee amount that is applied to PMI® members. The Mathis Group will not pay for any rescheduling fees assessed by PMI®.

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com

www.pmexpertlive.com

www.trainthegov.com

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
PMP® Exam Prep Boot Camp <i>(attending one of The Mathis Group's public Boot Camps)</i> <i>(includes retesting fee)</i>	\$1,850.00	4 Day	1	100
<p>Course Description: This fast paced boot camp prepares each participant with all the core competencies to pass the PMP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. Also, learn methodologies for taking national tests. This course will follow the Project Management Institute's knowledge areas of the <i>PMBOK® Guide</i>. 35 PDUs/3.5 CEUs</p> <p>The Mathis Group PMP® Exam Guarantee: In the unlikely event you do not pass the PMP® exam the first time, The Mathis Group will pay for your second attempt within 30 days. If you do not pass the PMP® exam the second time, we will pay for the third attempt within 30 days. If you do not pass the PMP® exam after three attempts, we will refund the balance of the seminar price to you! *Note: The Mathis Group will pay the retake fee amount that is applied to PMI® members. The Mathis Group will not pay for any rescheduling fees assessed by PMI®.</p>				

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
PMI-ACP® Exam Prep Boot Camp <i>(onsite Boot Camp at your location)</i>	\$1,050.00	3 Day	16	50
<p>Course Description: This three-day, fast paced boot camp prepares each participant with all the core competencies to pass the PMI-ACP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. In addition, this course is based upon the PMI®-recommended reference materials on Agile, Scrum, XP, Lean, and other Agile approaches. 21 PDUs/2.1 CEUs</p> <p>The Mathis Group PMI-ACP® Exam Guarantee: In the unlikely event you do not pass the PMI-ACP® exam in three attempts within 180 days of taking the original course, The Mathis Group will refund the \$1,050 course fee.</p>				

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
PMI-ACP® Exam Prep Boot Camp <i>(onsite Boot Camp at your location)</i> <i>(includes retesting fee)</i>	\$1,350.00	3 Day	16	50

Course Description: This three-day, fast paced boot camp prepares each participant with all the core competencies to pass the PMI-ACP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. In addition, this course is based upon the PMI®-recommended reference materials on Agile, Scrum, XP, Lean, and other Agile approaches. 21 PDUs/2.1 CEUs

The Mathis Group PMI-ACP® Exam Guarantee: In the unlikely event you do not pass the PMI-ACP® exam the first time, The Mathis Group will pay for your second attempt within 30 days. If you do not pass the PMI-ACP® exam the second time, we will pay for the third attempt within 30 days. If you do not pass the PMI-ACP® exam after three attempts, we will refund the balance of the seminar price to you! ***Note:** The Mathis Group will pay the retake fee amount that is applied to PMI® members. The Mathis Group will not pay for any rescheduling fees assessed by PMI®.

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
PMI-ACP® Exam Prep Boot Camp <i>(attending one of The Mathis Group's public Boot Camps)</i> <i>(includes retesting fee)</i>	\$1,450.00	3 Day	16	50

Course Description: This three-day, fast paced boot camp prepares each participant with all the core competencies to pass the PMI-ACP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. In addition, this course is based upon the PMI®-recommended reference materials on Agile, Scrum, XP, Lean, and other Agile approaches. 21 PDUs/2.1 CEUs

The Mathis Group PMI-ACP® Exam Guarantee: In the unlikely event you do not pass the PMI-ACP® exam the first time, The Mathis Group will pay for your second attempt within 30 days. If you do not pass the PMI-ACP® exam the second time, we will pay for the third attempt within 30 days. If you do not pass the PMI-ACP® exam after three attempts, we will refund the balance of the seminar price to you! ***Note:** The Mathis Group will pay the retake fee amount that is applied to PMI® members. The Mathis Group will not pay for any rescheduling fees assessed by PMI®.

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management Fundamentals	\$165.00	1/2 Day	14	40

Course Description: This half-day course focuses on ways to gather requirements from your customer by using detailed questions. Participants will examine change and ways to control it, risk analysis, communication, and ways to disarm and control conflict. In addition, this course uses four case studies to allow participants to instantly apply the principals within an organizational setting. This course will follow Project Management Institute's knowledge areas of the *PMBOK® Guide*. 3.5 PDUs/0.40 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management Fundamentals	\$208.00	1 Day	14	40

Course Description: This one-day course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project's scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. This course will follow the Project Management Institute's knowledge areas of the *PMBOK® Guide*. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Comprehensive Project Management	\$386.00	2 Day	14	40

Course Description: This intensive two-day course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project's scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. This course will follow the Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Mastering Project Management	\$535.00	3 Day	14	40

Course Description: This intensive three-day course includes applicable hands-on activities and team exercises which will reinforce project management core competencies. This will provide the participants with the ability to move their project management knowledge and skill level higher with techniques to run projects faster and more effectively. This course will follow the Project Management Institute's process groups and knowledge areas of the *PMBOK® Guide*. 19.5 PDUs/2.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Advanced Skills On Project Interviewing, Risk, and Negotiation	\$386.00	2 Day	14	40

Course Description: This two-day course focuses on ways to use communication to gather detailed information from the customer, analyze the information, and expedite the outcomes desired by the customer. Participants will understand how to focus a message and incorporate means to gain information using effective communication skills. This course will recommend ways of building stronger communication skills and provide insight to different communication styles. Participants will learn how to examine and measure objectives within cost, schedule, and cultural issues. Risk for this program is examined as defining the probability of the project. This course also examines risk identification, risk communication, and risk planning. In addition, this course examines the strategies of successful negotiation throughout the project's life cycle. Attendees will learn the value of successful negotiation, the negotiation process, and different negotiation models. This course will include examples of negotiation over scope, deadlines, change, and getting the best price from your vendor. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 15 PDUs/1.5 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Agile Project Management: Succeeding In A Project Filled With Uncertainty and Change	\$386.00	2 Day	14	40

Course Description: *Agile Project Management* officially began in 2001 and has become a popular project management approach. Examine the focus of energizing, empowering, and enabling project teams to provide customer value in a very efficient manner. Examine the value and process of actively involving the customer in the project. Explore the actions of responding to change in the project while focusing on delivering high customer value. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Business Analysis Fundamentals	\$386.00	2 Day	14	40

Course Description: *Business Analysis Fundamentals* is a two-day course which provides foundational skills in business analysis. Students will learn the basic roles of stakeholders and how to gather real requirements from each stakeholder; allow requirements gathering to influence the business case; and use communication techniques to strengthen stakeholder relationships throughout the entire project process. The course aligns with *A Guide to Business Analysis Body of Knowledge (BABOK®), 2nd edition*. 14 PDUs/1.4 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Creating A Successful Project Business Case	\$208.00	1 Day	14	40

Course Description: This intensive one-day course will focus on the business case. Learn what a business case is, what it includes, why it is necessary for successful project management and how to develop a business case for every project. Learn how to conduct a business case review to ensure your project's success. This course will follow the Project Management Institute's knowledge areas of the *PMBOK® Guide*. 6.5 PDU/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Creating A Successful Project Business Case	\$386.00	2 Day	14	40

Course Description: This intensive two-day course will focus on the business case. Learn what a business case is, what it includes, why it is necessary for successful project management and how to develop a business case for every project. Learn how to conduct a business case review to ensure your project's success. This course will follow the Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDU/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Dealing with Conflict & Negativity in a Project Management Environment	\$386.00	2 Day	14	40

Course Description: This intensive two-day course will focus on ways to reduce professional or personal conflict and negativity. Participants will gain insight into ways to acquire control of volatile situations and prevent anger from escalating. They will learn how to turn around negative situations in the workplace. They will receive clear steps of action for getting to the root of the conflict. Attendees will examine why negative situations ripple into every area of the organization. They will discover ways to facilitate bad situations, techniques for gaining consensus, and simple confrontation techniques that reduce stress will all be examined. They will create approaches which will turn a negative situation into an optimistic workforce.
14 PDU/1.4 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Executives Managing Projects In The 21st Century	\$208.00	1 Day	14	40

Course Description: This intensive one-day course will focus on ways executives can run projects faster and more effectively. This course will recommend a six-phase process and numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project's scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Microsoft Project 2007 Basics	\$208.00	1 Day	14	40

Course Description: This one-day course is focused on helping individuals who use Microsoft Office Project Professional 2007. The course will cover the critical skills necessary to create and modify a project plan file in Microsoft Project. Various skills related to the project plan that will be addressed include creating tasks, managing resources, and organizing resource assignments. By the end of this course attendees will be able to create a project plan file containing tasks and organize these tasks in a work breakdown structure containing task relationships. They will also be able to create and assign resources and finalize the project to implement the project plan. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Microsoft Project 2007 Intermediate	\$208.00	1 Day	14	40

Course Description: This one-day course will build upon the basic skills students learned in the Microsoft Project 2007 Basics course. This course will go beyond simply preparing a Project Plan and actually look at the skills needed to use Microsoft Project during the Project Implementation phase. By the end of this course, students will be able to exchange project plan data with other software applications, update current and past project plans, produce custom reports in a variety of Medias, and reuse project plan information in other current or future projects. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Proactive Communication and Interview Skills for Gathering Business Requirements	\$208.00	1 Day	14	40

Course Description: This one-day course will focus on ways to use communication as a way to gather detailed information from the customer, analyze the information, and expedite the outcomes desired by the customer. Participants will understand how to focus a message and incorporate means to gain information using effective communication skills. This course will recommend ways of building stronger communication skills and will provide insight to different communication styles. Participants will learn new power by using certain words to impact the message and by asking questions that get noticed. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Program Management	\$386.00	2 Day	14	40

Course Description: *Program Management* is a two-day class designed to offer direction in managing a number of projects under a common umbrella. These projects will often run within the same timeframe using the same resources. An effective program manager is able to see an overview of the whole picture while still attending to the individual pieces. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Change Management: How To Implement, Track, and Control Project Changes	\$386.00	2 Day	14	40

Course Description: This two-day seminar will show you how to implement, track and control changes to your project. This seminar focuses on ways to reduce the uncertainty of project changes. Learn how to analyze each change while developing processes, tools and techniques which can be used immediately. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Change Management: A Systematic Approach To Controlling Project Changes	\$535.00	3 Day	14	40

Course Description: This three-day seminar will show you how to implement, track, and control changes to your project. This seminar focuses on the examination of the change control board, procedures which will guide configuration management and ways to negotiate changes with the customer. Learn how to protect the change management process while pleasing the customer. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 19.5 PDUs/2.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Communication Management	\$386.00	2 Day	14	40

Course Description: This two-day course will focus on ways to use project communication and communication theories as a way to influence others within and outside of the project team. Participants will learn how to focus on framing the data and information in a correct manner as well as proper usage of words and language for influencing project stakeholders. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Cost Management	\$208.00	1 Day	14	40

Course Description: This one-day course focuses on basic cost management theories and techniques. Learn how to give value to the customer beyond cost. Discuss ways to get the project back on track and how to adjust budgeting issues during over expenditures. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Human Resource Management: How To Staff A Project Team	\$386.00	2 Day	14	40

Course Description: This two-day course will focus on planning for human resource needs. It is filled with behavioral skills that will help motivate, equip, and keep project team members accountable and on task. This course will also include issues such as conflict. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Integration Management	\$535.00	3 Day	14	40

Course Description: This intensive three-day course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project's scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. Lastly, this course will examine the entire process of project planning and how to create successful practices in the future. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 19.5 PDUs/2.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management Concepts	\$386.00	2 Day	14	40

Course Description: This intensive two-day course provides an overview of the project management concepts and how they function within the organizational environment. It includes applicable hands-on activities and team exercises. Participants will learn tools and techniques which will help them run their projects faster and more effectively. This course will follow the Project Management Institute's process groups and knowledge areas of the *PMBOK® Guide*. 14 PDUs/1.4 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management Office (PMO): Creating a Center of Excellence for Efficient Project Delivery	\$535.00	3 Day	14	40

Course Description: This three-day course will give each participant an in-depth opportunity to engage in a complete examination of the breadth of the Project Management Office. Participants will examine the role, purpose, and the different models used, as well as how an organization would approach establishing a PMO. Participants will learn best practices for establishing, managing, and successfully leading toward project excellence with a PMO. We will discuss methodologies for the PMO that allows you to understand and implement project management core competencies across the organization. 19.5 PDUs/2.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Monitoring, Evaluation and Oversight	\$386.00	2 Day	14	40

Course Description: This two-day course examines how to establish processes and evaluation techniques for auditing project solutions. You will learn data collection techniques and how to convert soft data to monetary values which can be measured and evaluated. Discover various audits and how to measure project components such as performance, resources, planning, customer relationships, and vendor-contractor relationships. This course also focuses on establishing process improvements in the maintaining of oversight procedures. You are able to apply widely accepted standards and preferred evaluation and oversight principles, as well as provide means to compile, analyze and optimize project performance. Explore ways to deliver feedback and make recommendations to the appropriate individuals in the organization. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Performance Management	\$386.00	2 Day	14	40

Course Description: This two-day course focuses on developing strategies for tracking performance in project teams. This course examines issues such as benchmarking, performance, and establishing a gap between desired project performance and preferred performance. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Procurement Management	\$208.00	1 Day	14	40

Course Description: This one-day course is structured to lay the proper foundation for procurement principles and processes. The emphasis of this program is to help teams or individuals learn how to function in the procurement world in day to day operations. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 6.5 PDUs/0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Quality Assurance Monitoring and Auditing	\$386.00	2 Day	14	40

Course Description: In this two-day course participants will focus on issues such as how to maintain quality by using audits and evaluations for monitoring purposes. Quality theories taught by Drs. Deming and Juran are included as foundations for implementing new quality initiatives. In addition, several types of project audits will be explored as a means of controlling the project with more efficiency. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Quality Management	\$386.00	2 Day	14	40

Course Description: In this two-day course, participants focus on additional planning of the project while examining issues such as how to keep continuous improvement, symptoms of quality concerns, and how to maintain quality throughout the project. In addition, study techniques and theories taught by Drs. Deming and Juran as foundations for implementing new quality plans. Specifically, this course will focus on conducting risk analysis, problem solving, handling conflict, and maintaining quality throughout the entire project. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*.
13 PDU's/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Risk Management	\$386.00	2 Day	14	40

Course Description: This two-day course teaches participants how to examine and measure objectives within cost, schedule, and cultural issues. Risk for this program is examined as defining the probability of the project. This course examines risk identification, risk communication, and risk planning. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDU's/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Risk Management Advanced	\$386.00	2 Day	14	40

Course Description: *Advanced Project Risk Management* is a two-day course which will review the basic concepts of project risk and project risk management and then dig deeper into identifying risks and strategizing solutions for those risks. Participants will explore tools and techniques for collecting, analyzing, implementing, and monitoring data and the responses to combat risk. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 14 PDU's/1.4 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Scheduling	\$386.00	2 Day	14	40

Course Description: *Project Scheduling* is a two-day course which will review the basic concepts of the project management process with the emphasis content being on the planning and scheduling process. Participants will explore the Schedule Development Process as diagrammed by the Project Management Institute. Areas include creating a WBS, defining activities, creating a network diagram, estimating activity durations and resources, developing the schedule, and creating a baseline. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 14 PDU's/1.4 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Scope Management	\$386.00	2 Day	14	40

Course Description: In this two-day course, participants focus on successful ways to control project scope. Organizations struggle with projects due to ineffective scope development and tracking. This course insures the ability to detail the scope, and deliverables, as well as how to handle changes to the scope. This course also includes project life cycle, project definition, project baselines, and using the work breakdown structure. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*.
13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Time Management	\$386.00	2 Day	14	40

Course Description: This two-day course will take into account ways to plan and schedule time as well as individual issues that affect productivity. Learn how to wisely confront procrastination and explore ways to better manage time issues and constraints. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Successful Negotiation in a Project Management Environment	\$386.00	2 Day	14	40

Course Description: This highly interactive two-day course examines the strategies of successful negotiation throughout the project's life cycle. Participants will learn the value of successful negotiation, the negotiation process, and different negotiation models. This course will include examples in negotiation over scope, deadlines, change, and getting the best price from your vendor. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Use Case Modeling	\$386.00	2 Day	14	40

Course Description: This hands-on, interactive course helps participants examine the fundamentals of Use Case Modeling and its application for gathering requirements in the project life cycle. This course will present an extensive, iterative Use Case Modeling methodology including identification, development, and implementation. Students will participate in Use Case processes, examine the importance/impact of Use Cases, and gain the skills necessary to utilize Use Case Modeling effectively as a requirements gathering tool.
13 PDUs/1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Vendor Management: Managing, Monitoring and Controlling Vendor Relationships	\$535.00	3 Day	14	40

Course Description: This three-day course will provide detailed instruction in areas such as pre-solicitation, solicitation and award of a contract. Each participant will develop tools for working with vendors, a clear understanding of vendor motivation, and techniques for making it a win-win relationship. This course focuses on ways to select, monitor and control vendors, as well as how to make vendors a partner or an extension as stakeholders who deliver the right performance throughout the length of the project. In addition, this course focuses on all aspects of vendor management, such as developing vendor management plans, identifying performance measurements and discussing various contract types and their strengths and weaknesses.
19.5 PDUs/2.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 90 Hour Intensive - Part 1 Initiating, Planning, Integrating and Staffing <i>(all three PM 90 sections must be taken consecutively)</i>	\$1,785.00	4.5 Day	14	40

Course Description: *Part 1 of 3 part series:* Participants will begin their journey into project management concepts, theories, and foundational processes. The focus in this course is on scheduling, creating a work breakdown structure and planning for human resource needs. In planning for human resource needs, participants will study behavioral skills that will help motivate, equip, and keep project team members accountable and on task. This is the foundational course specifically designed to align with the Project Management Institute's knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content, as well as best practices which will be taught from the Best Practice Manual. 30 PDUs/3.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 90 Hour Intensive - Part 2 Budgeting, Quality, Change, Risk and Start-Up <i>(all three PM 90 sections must be taken consecutively)</i>	\$1,785.00	4.5 Day	14	40

Course Description: Part 2 of 3 part series: Participants focus on additional planning of the project while examining issues such as risk, budgeting, and how to maintain quality throughout the project. Specifically, this course will focus on conducting risk analysis, problem solving, handling conflict, and maintaining quality throughout the entire project. In Phase II, when planning the budget, quality and risk are aligned with the Project Management Institute's knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content, as well as best practices which will be taught from the Best Practice Manual. 30 PDUs/3.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 90 Hour Intensive - Part 3 Project Execution, Monitoring and Close Down <i>(all three PM 90 sections must be taken consecutively)</i>	\$1,785.00	4.5 Day	14	40

Course Description: Part 3 of 3 part series: Participants will focus on monitoring and executing the project while moving into the close down phase of the project. Additional focus will be on delivering quality customer service and value, regardless if the customer is internal or external. Participants will discuss and participate in analysis of measuring the individual performance of team members. This section also focuses on how to properly hand the project off to the customer for effective transition. Phase III is aligned with the Project Management Institute's knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content, as well as best practices which will be taught from the Best Practice Manual. 30 PDUs/3.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 120 Hour Intensive – Part 1 Initiating and Planning <i>(all four PM 120 sections must be taken consecutively)</i>	\$2,342.00	4.5 Day	14	40

Course Description: Part 1 of 4 part series: Participants will begin their journey into project management concepts, theories, and foundational processes. This is the first of four courses specifically designed to align with the Project Management Institute's knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content as well as best practices which will be taught from the best practices. 30 PDUs/3.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 120 Hour Intensive – Part 2 Planning, Staffing, and Start Up <i>(all four PM 120 sections must be taken consecutively)</i>	\$2,342.00	4.5 Day	14	40

Course Description: Part 2 of 4 part series: Participants focus on how to conduct the initiating and planning phase of the project. This week will focus on scheduling, creating a work breakdown structure, and planning for human resource needs. In planning for human resource needs, participants will study behavioral skills that will help motivate, equip, and keep project team members accountable and on task. This section is aligned with the Project Management Institute’s knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content as well as best practices. 30 PDUs/3.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 120 Hour Intensive – Part 3 Budgeting, Quality, and Risk <i>(all four PM 120 sections must be taken consecutively)</i>	\$2,342.00	4.5 Day	14	40

Course Description: Part 3 of 4 part series: Participants focus on additional planning of the project while examining issues such as risk, budgeting, and how to maintain quality throughout the project. Specifically, this course will focus on conducting risk analysis, problem solving, handling conflict, and maintaining quality throughout the entire project. In Phase III, when planning the budget, quality and risk are aligned with the Project Management Institute’s knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content as well as best practices. 30 PDUs/3.0 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Project Management 120 Hour Intensive – Part 4 Project Execution, Monitoring, and Close Down <i>(all four PM 120 sections must be taken consecutively)</i>	\$2,342.00	4.5 Day	14	40

Course Description: Part 4 of 4 part series: Participants will focus on monitoring and executing the project while moving into the close down phase of the project. Additional focus will be on problem solving and delivering quality customer service and value, regardless if the customer is internal or external. Participants will discuss and participate in analysis of measuring the individual performance of team members. This section also focuses on how to properly hand the project off to the customer for effective transition. Phase IV is aligned with the Project Management Institute's knowledge areas of the *PMBOK® Guide*. Each course will utilize both new content as well as best practices. 30 PDUs/3.0 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
CD Consultant On Project Management: Desktop Training	\$559.00	Self-Paced	N/A	N/A

CD Consultant on Project Management is a desktop training program taught with 8 multi-media CD's which work on any Windows platform. The program needs nothing to download. It uses your Internet Explorer, Adobe Reader and Media Player which is standard equipment. Each CD is narrated in a colorful PowerPoint presentation filled with effective content and insider tips, as well as short video vignettes. This program includes ready made participant handouts which can be duplicated and taught to 1 or 1000. Each presentation is packed with 25 to 55 minutes of informative and problem solving content along with video activities and situational discussions. This program allows one to plug in a CD, turn on speakers, click the narrated PowerPoint button and begin learning successful project management techniques within minutes. Internet is not needed to use this program. 14 PDUs/1.4 CEUs

Online Project Management Courses

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
PMP® Exam Prep Boot Camp	\$390.00	Self-Paced	N/A	N/A

Course Description: This fast paced boot camp prepares each participant with all the core competencies to pass the PMP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. Also, learn methodologies for taking national tests. This course will follow the Project Management Institute’s knowledge areas of the *PMBOK® Guide*. 35 PDUs/3.5 CEUs

The Mathis Group PMP® Exam Guarantee: In the unlikely event you do not pass the PMP® exam the first time, you will be able to review the course for 30 days and retake the exam. If you do not pass the PMP® the second time, you will have an additional 30 days to review the course and take the exam. If you do not pass the exam after the third attempt, The Mathis Group will refund the \$399 cost of the course.

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Project Management Fundamentals	\$90.00	Self-Paced	N/A	N/A

Course Description: This course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project’s scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. This course will follow the Project Management Institute’s knowledge areas of the *PMBOK® Guide*. 6.5 PDUs/0.70 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Project Monitoring, Evaluation and Oversight	\$190.00	Self-Paced	N/A	N/A

Course Description: This course examines how to establish processes and evaluation techniques for auditing project solutions. You will learn data collection techniques and how to convert soft data to monetary values which can be measured and evaluated. Discover various audits and how to measure project components such as performance, resources, planning, customer relationships, and vendor-contractor relationships. This course also focuses on establishing process improvements in the maintaining of oversight procedures. You are able to apply widely accepted standards and preferred evaluation and oversight principles, as well as provide means to compile, analyze and optimize project performance. Explore ways to deliver feedback and make recommendations to the appropriate individuals in the organization. This course will follow one or more of Project Management Institute’s knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Project Risk Management	\$190.00	Self-Paced	N/A	N/A

Course Description: This course teaches participants how to examine and measure objectives within cost, schedule, and cultural issues. Risk for this program is examined as defining the probability of the project. This course examines risk identification, risk communication, and risk planning. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUS

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Vendor Management	\$275.00	Self-Paced	N/A	N/A

Course Description: This course will provide detailed instruction in areas such as pre-solicitation, solicitation and award of a contract. Each participant will develop tools for working with vendors, a clear understanding of vendor motivation, and techniques for making it a win-win relationship. This course focuses on ways to select, monitor and control vendors, as well as how to make vendors a partner or an extension as stakeholders who deliver the right performance throughout the length of the project. In addition, this course focuses on all aspects of vendor management, such as developing vendor management plans, identifying performance measurements and discussing various contract types and their strengths and weaknesses. 19.5 PDUs/2.0 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Microsoft Project 2003 Intermediate	\$90.00	Self-Paced	N/A	N/A

Course Description: This course will build upon the basic skills students learned in the Microsoft Project 2003 Basics course. This course will go beyond simply preparing a Project Plan and actually look at the skills needed to use Microsoft Project during the Project Implementation phase. By the end of this course, students will be able to exchange project plan data with other software applications, update current and past project plans, produce custom reports in a variety of Medias, and reuse project plan information in other current or future projects. 6.5 PDUs/0.70 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Microsoft Project 2007 Basics	\$90.00	Self-Paced	N/A	N/A

Course Description: This one-day course is focused on helping individuals who use Microsoft Office Project Professional 2007. The course will cover the critical skills necessary to create and modify a project plan file in Microsoft Project. Various skills related to the project plan that will be addressed include creating tasks, managing resources, and organizing resource assignments. By the end of this course attendees will be able to create a project plan file containing tasks and organize these tasks in a work breakdown structure containing task relationships. They will also be able to create and assign resources and finalize the project to implement the project plan. 6.5 PDUs/0.70 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Microsoft Project 2007 Intermediate	\$90.00	Self-Paced	N/A	N/A

Course Description: This course will build upon the basic skills students learned in the Microsoft Project 2007 Basics course. This course will go beyond simply preparing a Project Plan and actually look at the skills needed to use Microsoft Project during the Project Implementation phase. By the end of this course, students will be able to exchange project plan data with other software applications, update current and past project plans, produce custom reports in a variety of Medias, and reuse project plan information in other current or future projects.
6.5 PDUs/0.70 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Creating a Successful Project Business Case	\$190.00	Self-Paced	N/A	N/A

Course Description: This intensive online course will focus on the business case. Learn what a business case is, what it includes, why it is necessary for successful project management, and how to develop a business case for every project. Learn how to conduct a business case review to ensure your project's success. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*.
13 PDUs /1.3 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Project Cost Management	\$90.00	Self-Paced	N/A	N/A

Course Description: This course focuses on basic cost management theories and techniques. Learn how to give value to the customer beyond cost. Discuss ways to get the project back on track and how to adjust budgeting issues during over expenditures. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 6.5 PDUs/0.70 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Project Communication Management	\$190.00	Self-Paced	N/A	N/A

Course Description: This two-day course will focus on ways to use project communication and communication theories as a way to influence others within and outside of the project team. Participants will learn how to focus on framing the data and information in a correct manner as well as proper usage of words and language for influencing project stakeholders. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Project Quality Assurance, Monitoring, and Auditing	\$190.00	Self-Paced	N/A	N/A

Course Description: In this two-day course participants will focus on issues such as how to maintain quality by using audits and evaluations for monitoring purposes. Quality theories taught by Drs. Deming and Juran are included as foundations for implementing new quality initiatives. In addition, several types of project audits will be explored as a means of controlling the project with more efficiency. This course will follow one or more of Project Management Institute's knowledge areas of the *PMBOK® Guide*. 13 PDUs/1.3 CEUs

Course Name	Course Price	Length	Minimum Participants	Maximum Participants
Dealing with Conflict & Negativity in a Project Management Environment	\$190.00	Self-Paced	N/A	N/A

Course Description: This intensive two-day course will focus on ways to reduce professional or personal conflict and negativity. Participants will gain insight into ways to acquire control of volatile situations and prevent anger from escalating. They will learn how to turn around negative situations in the workplace. They will receive clear steps of action for getting to the root of the conflict. Attendees will examine why negative situations ripple into every area of the organization. They will discover ways to facilitate bad situations, techniques for gaining consensus, and simple confrontation techniques that reduce stress will all be examined. They will create approaches which will turn a negative situation into an optimistic workforce.
14 PDUs/1.4 CEUs

Professional Development Training Courses

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
21st Century Consulting	\$208.00	1 Day	14	40

Course Description: This one-day course is designed to teach core consulting competencies with individuals who are giving customers advice and helping them solve problems. *21st Century Consulting* can be used by internal consultants or external independent consultants. This seminar teaches the approaches for discovering real life solutions that work with consulting. In addition, this course focuses on how to build, keep and advance the customer relationship while building long-term trust. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Advanced Sales Skills	\$208.00	1 Day	14	40

Course Description: This one-day course is designed for sales professionals who already have foundational sales skills. This course focuses on using the foundational skills in a new way with additional techniques for higher close rates. Learn how to build a sales model full of return sales and repeat business. Examine the psychology of selling as well as ways to increase your own personal magnetism. This course focuses on behavior and performance skills that will make positive changes and create higher results. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Advanced Team Building	\$386.00	2 Day	14	40

Course Description: This two-day course will refresh the fundamentals of team building and then will build upon it with additional skills. This course will focus on skills used to run teams smoothly and more effectively. Team leaders or perspective team leaders and managers should be part of this course. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Balanced Scorecard Fundamentals	\$208.00	1 Day	14	40

Course Description: This introductory one-day course teaches the balanced scorecard philosophy developed by Robert Kaplan and David Norton. This seminar teaches the fundamentals of the balanced scorecard and how to apply it. This seminar creates ways for participants to translate vision and mission into detailed workable objectives.

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Business Writing: Putting Your Thoughts On Paper	\$208.00	1 Day	14	40

Course Description: This one-day course is designed for those who desire to improve their writing and/or editing skills. Its goal is to enhance the participants' writing skills through lectures, modeling, peer tutoring, and several short written assignments and editing exercises. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Coaching and Counseling Professionals	\$208.00	1 Day	14	40

Course Description: This one-day course will give each participant basic skills for increasing performance and reducing behavioral concerns through coaching and counseling. This course will include practical, focused techniques to increase productivity of staff as well as real world advice for changing behaviors. Skills such as equipping, nurturing, and confronting will be examined with numerous examples for application. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Coaching, Counseling and Mentoring	\$386.00	2 Day	14	40

Course Description: This two-day course will give each participant the skills to increase performance and reduce behavioral concerns through coaching and counseling. This course will include practical, focused techniques to increase productivity of staff as well as real world advice for changing behaviors. Skills such as equipping, nurturing, and confronting will be examined with numerous examples for application. The participant will be able to identify the coaching methods, as well as understand numerous ways to approach a person for the purpose of turning around the employee. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Comprehensive Team Leadership	\$208.00	1 Day	14	40

Course Description: This one-day seminar will focus on developing comprehensive skills with each team member. This course will create numerous scenarios or problems which affect teams. Participants will take part in group interaction as a heavy component for each segment by exploring how to fix the problem within the culture of the organization. This course will also explore ideas such as how to reproduce team building skills within each person, needs for training others, and how to share information among peers. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Conducting Effective Performance Appraisals	\$208.00	1 Day	14	40

Course Description: This one-day course will give each participant the skills to increase performance and reduce behavioral concerns through conducting performance appraisals. Techniques on confronting employees and developing an action plan to change behavior are included. The course has numerous examples and hands-on application to make sure participants are walking out with desired core competencies. At the end of the course, the participant will be able to identify the coaching methods, as well as understand numerous ways to approach a worker for the purpose of turning them around. The participant will also learn ways to document performance and behaviors which can be used as leverage with the employee and justification for performance evaluation. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Conducting Effective Performance Appraisals	\$386.00	2 Day	14	40

Course Description: This two-day course will give each participant the skills to increase performance and reduce behavioral concerns through conducting performance appraisals. Techniques on confronting employees and developing an action plan to change behavior are included. The course has numerous examples and hands-on application to make sure participants are walking out with desired core competencies. At the end of the course, the participant will be able to identify the coaching methods, as well as understand numerous ways to approach a worker for the purpose of turning them around. The participant will also learn ways to document performance and behaviors which can be used as leverage with the employee and justification for performance evaluation. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Conflict Management	\$386.00	2 Day	14	40

Course Description: This intensive two-day course will focus on ways to reduce professional and personal conflict. Participants will gain insight into ways to acquire control of volatile situations and prevent conflict from escalating. They will receive clear steps of action for getting to the root of the conflict while using strong communication and listening skills. In addition, they will learn ways to facilitate bad situations, methods for gaining consensus, and negotiation techniques. This course supports Lombardo Core Competency number 12 on Conflict Management. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Confronting Direct Reports	\$386.00	2 Day	14	40

Course Description: This two-day course will give each participant the skills to confront direct reports while keeping control of the conversation. You will explore numerous behavioral experiences—from basic push backs to strong opposition. Techniques on confronting and developing an action plan to change behavior are included, as well as activities on progressive confrontation which supports policy/procedures and contracts. This course has numerous examples and hands-on cases to make sure participants are walking out with the desired core competencies. This course supports the Lombardo Core Competencies number 13. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Consultative Selling Skills	\$208.00	1 Day	14	40

Course Description: This one-day course will give participants the skills to increase their sales. Techniques on listening, building strong relationships, and closing skills are specially designed for the consultative style. Focus on areas for capturing key customers while discovering customer's buying habits and desires. This course also gives approaches a sales professional can use to lead the client or customer through the buying process in the least offensive way. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Creating A Positive Work Environment	\$208.00	1 Day	14	40

Course Description: In this one-day course participants will learn ways to turn around negative situations in the workplace. Outline new strategies to take action quickly. Examine why negative situations ripple into every area of the organization. Create approaches which will turn a negative situation into an optimistic workforce. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Creating Superior Customer Value	\$208.00	1 Day	14	40

Course Description: This one-day course focuses on how to create value for your customer base whether you have a product or service industry. This seminar focuses on the practical way of searching out the areas that affect customers the most in meeting and exceeding their expectations. Special focus is given in examining ways to be customer focused and detailing the process for shifting your organization to a more value orientation. Issues such as quality, price, customer service, and follow-up as well as customer bonding and retention are all included. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Delivering Customership	\$386.00	2 Day	14	40

Course Description: This two-day course will examine the customer service process. It will teach each participant ways to impact the customer with higher quality service. This course will focus on shifting the customer from complainer to word-of-mouth advertiser. Participants will learn how to handle agitated customers in a quality manner as well as how to reduce potential problems. They will learn techniques that communicate a caring attitude as well as change customers' perceptions of the service they are receiving. This course will present best practices in customer service companies. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Delivering Superior Customer Service	\$208.00	1 Day	14	40

Course Description: This one-day course is designed to teach workers the skills to impact customers with higher quality service. This course focuses on the behavioral side of customer service. You will learn how to handle agitated customers in a quality manner as well as reduce potential problems. Learn techniques that communicate a caring attitude as well as change a customer's perception of the service being received. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Directing Others	\$386.00	2 Day	14	40

Course Description: *Directing Others* is a two-day course filled with behavioral skills that will help motivate, educate, and equip others. This course will discuss positive ways to bring out the best in people and specific planning techniques which will assist in a stronger schedule of work. There are numerous interactive activities and cases within this course to allow participants the opportunity to interject real life situations. Attendees will leave with tricks of the trade that can only be learned after years of experience. This course aligns with the Lombardo Core Competencies number 20. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Driven For Results	\$386.00	2 Day	14	40

Course Description: This two-day course focuses on developing strategies for analysis and pinpointing ways to impact the performance and increase the results of each employee in a positive way. Participants will learn techniques for benchmarking performance and establishing a gap between desired and preferred performance. Attendees will explore how to attain a higher level of productivity in a shorter period of time. In addition, this course supports Lombardo Core Competency number 53. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Effective Problem Solving	\$208.00	1 Day	14	40

Course Description: This one-day course is specifically designed to give a step-by-step process for creating, solving, and implementing solutions to problems. This course will give input on process, ways to prevent failure, and who should be on the Problem Solving Team. Each participant will understand numerous ways to solve problems. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Empower Or Perish	\$208.00	1 Day	14	40

Course Description: This one-day course gives practical techniques on how supervisors and managers can free up time and motivate staff through empowerment. It focuses on building responsibility and accountability by teaching workers how to make decisions and solve problems. Participants will analyze components for shifting the decision making from management to workers. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Ethics In The Workplace	\$208.00	1 Day	14	40

Course Description: This one-day course will focus on ways government employees can make decisions and evaluate what is right, proper, and just. This course will deal with theory as well as actions and behaviors that influence ethics in the workplace. Participants will learn how to successfully draw on their own ethics, moral standards, and beliefs, as well as respect the ethics of others, while following organizational values that have been set. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
How To Increase Communication and Get the Message Across	\$208.00	1 Day	14	40

Course Description: This intensive one-day course will focus on ways to use communication as a way to inform and influence others. Participants will understand how to focus a message and incorporate means to gain information using effective communication skills. This course will recommend ways of building stronger communication skills and will provide insight to different communication styles. Participants will learn new power by using certain words to impact the message and by asking questions that get noticed. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
How To Increase Communication and Get the Message Across	\$386.00	2 Day	14	40

Course Description: This intensive two-day course will focus on ways to use communication as a way to inform and influence others. Participants will understand how to focus a message and incorporate means to gain information using effective communication skills. This course will recommend ways of building stronger communication skills and will provide insight to different communication styles. Participants will learn new power by using certain words to impact the message and by asking questions that get noticed. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Leadership: The Lost Art of Leadership	\$208.00	1 Day	14	40

Course Description: Tired of working with leaders who have no vision and are lying down on the job? This one-day course will give a step-by-step process for creating leaders who will keep the organization competitive. This course gives three distinct models for leading and creating future leaders throughout the organization. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Marketingology	\$386.00	2 Day	14	40

Course Description: This two-day course teaches participants techniques for creating and attracting new customers as well as getting past customers to repurchase. This course is designed to begin with fundamentals of marketing and go through each of the different media types to create a successful marketing campaign. Participants will in discuss pricing, create their unique selling proposition, and examine copy which sells.
1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Motivating Others	\$386.00	2 Day	14	40

Course Description: *Motivating Others* is a two-day course that will focus on ways of motivating and leading all generations of workers. This course will discuss motivation plans and how to create them. Several motivational models will be presented, as well as motivational authors who have accomplished ground breaking impact into motivation both personally and professionally. This course will also examine motivation of different cultures and what affects or influences it. This course supports the Lombardo Core Competency number 36. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Negotiate Like A Pro	\$208.00	1 Day	14	40

Course Description: This one-day course teaches participants techniques for creating and achieving what they desire in negotiations. This course is designed for normal negotiations which go on between supplier, vendor, and customer. The participants will examine options for creating win-win situations, handling the hard nose negotiator, and reducing the possibility of being taken advantage of by opponents. This course is not designed to deal with labor or hostage issues. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Performance Improvement: Impacting The Quality of Your Organization	\$208.00	1 Day	14	40

Course Description: This intensive one-day course is designed to teach skills which are vital for improving quality in the workplace. This course focuses on strong project management skills, clearly defined team functions, and pointed communication necessary to drive quality throughout the organization. Participants will learn how to facilitate and implement quality initiatives, monitor collection of data, and explore planning and monitoring of quality projects. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Performance Management: The Art of Getting Maximum Performance From Every Worker	\$208.00	1 Day	14	40
Course Description: This one-day course focuses on developing strategies for analysis and pinpointing ways to impact the performance of employees in a positive manner. Participants will learn techniques for benchmarking performance and establishing a gap between desired performance and preferred performance. In addition, participants will explore how to attain a higher level of productivity in a shorter period of time. 0.70 CEUs				

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Present Like A Pro: Proven Techniques For Creating Presentations and Getting Results	\$208.00	1 Day	14	40
Course Description: This one-day course focuses on proven techniques for creating powerful presentations. Understand how to arrange material and build a presentation to guide the listeners in your direction. Examine suggestions on where to get information to give credibility. Learn the hidden secrets that make the difference between a good presentation and a fantastic one. This course focuses on core competencies for each participant. 0.70 CEUs				

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Present Like A Pro: Proven Techniques For Creating Presentations and Getting Results	\$386.00	2 Day	14	40
Course Description: This two-day course focuses on proven techniques for creating powerful presentations. Understand how to arrange material and build a presentation to guide the listeners in your direction. Examine suggestions on where to get information to give credibility. Learn the hidden secrets that make the difference between a good presentation and a fantastic one. This course focuses on core competencies for each participant. Not only will the class learn the theory behind becoming a great presenter, but they will also conduct three brief presentations. To do this, the class will have a pre-class assignment and homework during the evening. This can be adjusted to fit the participants' needs or desired outcome of the course. 1.3 CEUs				

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Purpose Driven Leadership	\$386.00	2 Day	14	40

Course Description: This two-day course is designed to give skills to those in upper management. The program focuses on core skills that can be instantly applied in the upper managers' workplace. This course focuses on practical ways to equip and motivate your workers while coaching them toward a higher degree of competency. *Purpose Driven Leadership* is highly motivational and interactive, and participants have the flexibility to ask questions and give personal examples. In addition, this course focuses on planning for successful delegation and how to support the workers without having to step in and solve all their problems. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Retaining Customers for Life	\$208.00	1 Day	14	40

Course Description: This one-day course teaches participants skills for bonding with their customers and creating strategies for staying involved with them. This seminar touches on customer acquisition, customer value, and customer services as some of the foundational processes which must be high functioning. This course also includes creative ways to keep communication open and be in touch with each customer. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Serving Internal Customers Through Outstanding Customer Service	\$208.00	1 Day	14	40

Course Description: This one-day course will examine the internal customer service process. It will teach each participant ways to impact the internal customer with higher quality service. This course will focus on why one should deliver outstanding internal customer service and how it makes the organization run in a more effective manner. Participants will learn how to determine who are in their customer service chain as well as how to handle abusive techniques from others who are angry and intimidating. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Strategic Planning: Dreaming A New Dream	\$208.00	1 Day	14	40

Course Description: This intensive one-day course is a road map on ways executives can strategically align each department with the mission and vision. *Strategic Planning* will focus on creating and implementing new plans that reinforce new goals and vision as well as support goals which has been inherited. This course will identify a process with strong emphasis on behaviors and performance needed to successfully fulfill the plan. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Strategic Planning: Dreaming A New Dream	\$386.00	2 Day	14	40

Course Description: This intensive two-day course is a road map on ways executives can strategically align each department with the mission and vision. *Strategic Planning* will focus on creating and implementing new plans that reinforce new goals and vision as well as support goals which has been inherited. This course will identify a process with strong emphasis on behaviors and performance needed to successfully fulfill the plan. Participants will learn how to break down the plan into bite size steps for faster implementation and delegation. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Successfully Dealing With Conflict	\$208.00	1 Day	14	40

Course Description: This intensive one-day course will focus on ways to reduce professional or personal conflict. Participants will gain insight into ways to acquire control of volatile situations and prevent anger from escalating. They will receive clear steps of action for getting to the root of the conflict. Ways to facilitate bad situations, techniques for gaining consensus, and simple confrontation techniques that reduce stress will all be examined. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Successfully Handling Change	\$208.00	1 Day	14	40

Course Description: This one-day course will examine all the angles of change. Participants will learn approaches people take in handling change and ways to anticipate or forecast changes coming down the line. Each person will gain skills not only in looking at change from the perspective of the organization but also what he/she can do to help implement that change. Attendees will gain insight into the components of change and will create a strategic plan in how to overcome hurdles due to the fear of change. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Successfully Managing People In The 21st Century	\$208.00	1 Day	14	40

Course Description: *Successfully Managing People* is a one-day course designed to give skills to those in supervision or management. The program is filled with behavioral skills that will help motivate, equip, and discipline the worker. Interactive pieces are placed within this course to allow the learner the opportunity to interject real life situations. Those in attendance will leave with tricks of the trade that can only be learned after years of experience. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Successfully Managing People In The 21st Century	\$386.00	2 Day	14	40

Course Description: *Successfully Managing People* is a two-day course designed to give skills to those in supervision or management. The program is filled with behavioral skills that will help motivate, equip, and discipline the worker. Interactive pieces are placed within this course to allow the learner the opportunity to interject real life situations. Those in attendance will leave with tricks of the trade that can only be learned after years of experience. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Successfully Managing People In The Technical Industry	\$386.00	2 Day	14	40

Course Description: *Successfully Managing People* is a two-day course designed to give skills to those in supervision or management. The program is filled with behavioral skills that will help motivate, equip, and discipline the worker. Interactive pieces are placed within this course to allow the learner the opportunity to interject real life situations. Those in attendance will leave with tricks of the trade that can only be learned after years of experience. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Time Management: Controlling Your Time	\$208.00	1 Day	14	40

Course Description: This one-day course is designed to help participants learn how to use their time wisely. It uses many proven techniques designed to help the participants assess their time management behaviors and explore ways to better manage their time while eliminating negative patterns such as procrastination and clutter. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Team Building 101	\$208.00	1 Day	14	40

Course Description: This one-day course is a road map on teams and team building functions. This course will identify a process for successful team behaviors and performance as well as provide a clear understanding of team objectives, guidelines, and strategies. Participants will examine ways for communicating and discussing roles/ideas for team success. Participants will learn the fundamentals of team building and how to incorporate them within the organization. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Total Quality In The 21st Century	\$208.00	1 Day	14	40

Course Description: This one-day course is designed to teach workers the skills which are vital for quality in the workplace. This course focuses on team functions, rewards, and communication necessary to drive quality throughout the organization. Participants will learn how to facilitate and implement quality initiatives, monitor collection of data, and explore planning and monitoring quality projects. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Tough Minded Leadership	\$208.00	1 Day	14	40

Course Description: This one-day course teaches leaders how to have a soft heart and a tough skin. This course focuses on how to stop being a gutless nice person who gets taken advantage of often. Spend time learning techniques that allow one to confront, hold others accountable, and lead in a tough way while maintaining the personal approach. 0.70 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
Tough Minded Facilitation	\$386.00	2 Day	14	40

Course Description: This two-day course teaches participants ways to increase communication, balance input and gain deeper understanding for important meetings. Learn ways to control the meetings and keep them on task while remaining professional. Gain insights into agenda preparation, documentation, brainstorming techniques and consensus building. 1.3 CEUs

Course Name	Course Price Per Person	Length	Minimum Participants	Maximum Participants
What Makes Your Organization Tick?	\$386.00	2 Day	14	40

Course Description: This intensive two-day course will focus on ways executives can analyze, develop, motivate, and lead their specific section in a strategic way. This course will examine culture and what impacts and influences it; morale and motivational issues; and conflict and people issues. Participants will learn how to successfully diagnose the issues in an organization and develop plans for making changes to move the organization in the direction of success. Participants will analyze ways to make their organizations more effective and efficient. 1.3 CEUs