

# Introducing *idXready*

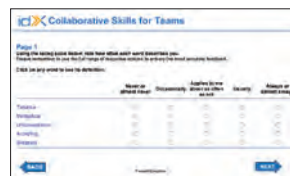
- Frontline Management: Leveraging the Strengths of Your Style
- Conflict Management: A DiSC®-Based Approach
- Capitalizing on Team Talents™
- Collaborative Skills for Teams
- DiSC®-Powered Selling
- Improving Your Listening Skills

Everything you need  
— nothing more,  
nothing less.  
All synchronized.

## What can you do with the first synchronized ready-to-go learning programs that you can't do with the others?

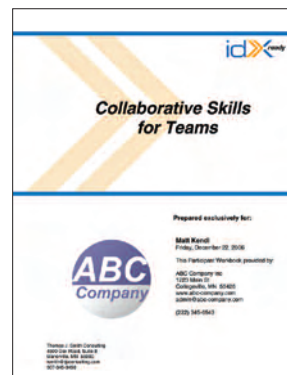
*idXready*™ programs have been designed with the trends of today's marketplace in mind. *idXready* programs provide contemporary, high-quality, consistent training for application in a wide range of workplace environments. Fully scripted Leader's Guides, professional PowerPoint presentations, cutting-edge video embedded into PowerPoint presentations, and Participant Workbooks incorporating relevant learner information, deliver ready-to-go training sessions that maximize the classroom experience.

### *idXready* Programs have synchronized the following training essentials for you:



#### Online Assessment

Includes trusted, proven assessment. The assessment is sent as pre-work completed online prior to training, ensuring training time is maximized.



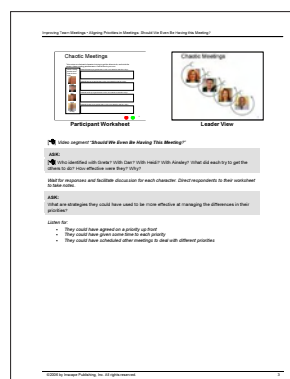
#### Individualized Participant Workbook

Workbooks incorporate personalized assessments for each individual. The learning becomes relevant and the facilitation time more effective and productive.



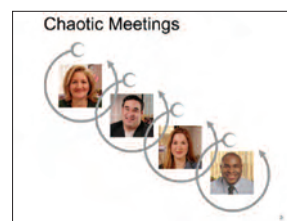
#### Synchronized Participant Pages

Corresponding participant workbook pages for every PowerPoint reference. Note taking is made easy - guess work is removed, and participants keep in step with every reference you make.



#### Fully Scripted Leader's Guide

Synchronized with Participant Workbooks and PowerPoint, and editable. Leader's Guides are generated in easily accessible PowerPoint files, which are ready to use as they are, or may be edited with your personal touches.



#### PowerPoint That Makes a Point

High-impact, visual storytelling slides with effective animations. Professional, high quality presentations that quickly engage learners.



#### Video Built into PowerPoint

PowerPoint files built with video synchronized right into the presentation. No more wasting time searching for video clips on a VHS tape or DVD, taking the stress out of transition time.

## The *idXready* Programs

### **Collaborative Skills for Teams**

More than likely, we've all had to work with people who were quite different than us. But have you ever worked on a team where people have learned to deal with their differences? Conflict and miscommunication are reduced, meetings have a purpose, and time is managed efficiently. The goal of this program is to reconcile the inherent differences of team members to help you create engaged, collaborative teams.

### **Capitalizing on Team Talents™**

Have you ever worked on a team where everyone is doing what they enjoy and making the very best use of their talents? A team where people just seem to "get" each other, projects make real progress and everyone is glad to be on the team? The goal of this program is to build on individual strengths to help you create a high-functioning team.

### **DiSC®-Powered Selling**

We've probably all had selling experiences where we just didn't click with the customer. Often times, this lack of chemistry caused us to lose the sale. What if we could adapt our selling style to various types of customers, reducing miscommunication and lost sales? The goal of this program is to help participants understand their selling tendencies and adapt to their customers' needs, generating more satisfying results.

### **Frontline Management: Leveraging the Strengths of Your Style**

Managers have incredible influence. Their strengths can empower and energize their teams. Their limitations can create frustration, confusion, or even paralysis. This program gives managers a safe, fun way to understand their strengths and challenges. They gain a greater appreciation for the impact that their behavior has on others, and they discover how others may respond to their style. The goal of this program is to learn how to leverage their management strengths to help foster effective relationships with their employees.

### **Improving Your Listening Skills**

Have you ever noticed how good it feels when someone really listens to you? When we're listened to, our feelings and needs are taken into account, we're more relaxed and open, and we feel we can achieve our objectives. The goal of this program is to help participants get these kinds of results when communicating with others.

### **Conflict Management: A DiSC®-Based Approach**

Conflict can tear a team apart, so it is crucial that problems be resolved before they take over a group. This program helps people develop the understanding and self-awareness necessary to resolve interpersonal conflict. In addition to helping people learn how to work through conflict on an individual basis, the program offers a strong foundation for resolving conflict within a team.

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