
Executive Training Solutions Phoenix

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Ebony Currency

Drug overdose, driven largely by overdose related to the use of opioids, is now the leading cause of unintentional injury death in the United States. The ongoing opioid crisis lies at the intersection of two public health challenges: reducing the burden of suffering from pain and containing the rising toll of the harms that can arise from the use of opioid medications. Chronic pain and opioid use disorder both represent complex human conditions affecting millions of Americans and causing untold disability and loss of function. In the context of the growing opioid problem, the U.S. Food and Drug Administration (FDA) launched an Opioids Action Plan in early 2016. As part of this plan, the

FDA asked the National Academies of Sciences, Engineering, and Medicine to convene a committee to update the state of the science on pain research, care, and education and to identify actions the FDA and others can take to respond to the opioid epidemic, with a particular focus on informing FDA's development of a formal method for incorporating individual and societal considerations into its risk-benefit framework for opioid approval and monitoring.

DISCOVER Questions(tm) Get You Connected Xlibris Corporation

Inspired by the enchanting story of "The Wonderful Wizard of Oz," this lighthearted, but not lightweight parable shows how to transform a complacent and conflicted workplace into one that embodies inspiration and empowerment.

The Leader of Oz: Revealing the 101 Secrets of Marvelous

Leadership for the 21st Century John Wiley & Sons

“ I have observed several hundred salespeople who were taught to use deceptive practices like ‘ bait and switch ’ and encouraged to play negotiation games with customers... In the same industry, I have observed countless people who had been taught to sell with high integrity. Ironically, their customer satisfaction, profit margins, and salesperson retention were significantly higher. ” — Ron Willingham
If you ’ ve tried manipulative, self-focused selling techniques that demean you and your customer, if you ’ ve ever wondered if selling could be more than just talking people into buying, then Integrity Selling for the 21st Century is the book for you. Its concept is simple: Only by getting to know your customers and their needs — and believing that you can meet those needs —

will you enjoy relationships with customers built on trust. And only then, when you bring more value to your customers than you receive in payment, will you begin to reap the rewards of high sales. Since the publication of Ron Willingham ' s enormously successful first book, Integrity Selling, his sales program has been adopted by dozens of Fortune 500 companies, such as Johnson & Johnson and IBM, as well as the American Red Cross and the New York Times. In his new book, Integrity Selling for the 21st Century, Willingham explains how his selling system relates to today ' s business climate — when the need for integrity is greater than ever before. Integrity Selling for the 21st Century teaches a process of self-evaluation to help you become a stellar salesperson in any business climate. Once you ' ve established your own goals and personality traits, you ' ll be able to evaluate them in your customers and adapt your styles to create a more trusting, productive relationship. Drawing upon Willingham ' s years of experience and success stories from sales forces of the more than 2,000 companies that have adopted the Integrity Selling system, Ron Willingham has created a blueprint for achieving success in sales while staying true to your values.

The Mindset of a

Sales Warrior

Association for Talent Development
The prevalent on-demand services that are available in other walks of life must be adapted to the education and learning field if training departments are to be successful in the new millennium. The book includes a comprehensive profile of the on-demand learner and a checklist for action for purveyors of learning and identifies strategies to maximize the effectiveness of on-demand learning solutions and provides ways to match learners with solutions that work.

Phoenix CRC Press

As a training and development or human resource professional, do you have the knowledge, skills, and experience you need to become an indispensable strategic partner within your organization? Building Business Acumen for Trainers provides step-by-step practical

advice on business practices guaranteed to win the support, respect, and attention of your organization. Written for both new and seasoned professionals, this essential resource will show how to put into practice the three critical areas of business acumen: Finance skills Partnering skills Communication skills

The Training Manager's Quick-Tip Sourcebook

Simon and Schuster

The Ultimate PMP Exam Prep Guide will provide the reader with essential knowledge required to prepare for the Project Management Professional (PMP) Certification Exam. The information discussed in this guide is based on the latest edition of the PMBOK Guide (Fourth Edition) from Project Management Institute. This book has been prepared using adult learning conventions by experienced project managers. It is based on a classroom methodology that has yielded a 99 percent pass rate for the certification examination. This is the ultimate tool for PMP exam preparation.

Gen Y Now John Wiley & Sons
The accompanying workbook for the DISCVOER Questions(tm) Workshop for selling professionals.

The Ultimate PMP Exam
Prep Guide Greenleaf
Book Group

Boost morale and productivity by leading with respect. The *Respectful Leader* presents an engaging, thought-provoking lesson for companies seeking off-the-charts performance. Author Gregg Ward draws on 25 years of leadership consulting, coaching and training experience to reveal the secret to great results: respect. In this true-to-life business fable, he shares the story of Des Hogan, a CEO who discovers that disrespectful behavior on the part of his leadership team is eating away at his company's morale, productivity, and profits. At a loss for a solution, he meets Grace—a straight-shooting, self-described "little old lady" in the maintenance department. With her no-nonsense advice, he sets out to revamp the culture and turn his company around; but first, he has to turn inward and realize that his own behavior sets the tone for the company at every level. This enlightening, engaging and honest story will help

you recognize and analyze your own behaviors and interactions, and show you how to create a winning culture based on leading with respect. Intimidation, micro-management and insecurity do not drive top-level performance. True success is built on free-flowing, trusted, and open collaboration between departments, levels, and specialties. This book shows you how to build respect among the ranks—from the top down. Learn the key respectful leadership behaviors that significantly impact morale. Learn how to adjust your own, and others', attitudes to boost productivity, teamwork, and profits. Benefit personally and professionally by leading from a place of mutual respect and consideration. People perform best when they feel valued and valuable. And, when they are respected for their experience, talents and skills, they'll become personally invested in outcomes—both short- and long-term—and consistently go the extra mile. Respectful leadership ignites passion, innovation, creativity, and efficiency, while control-

based leadership and intimidation breeds complacency and mediocrity. Which environment would better serve your company? The *Respectful Leader* shows you how to achieve sustainable success with a simple behavioral paradigm shift.

Comparison of electronic-learning and classroom solutions for executive development John Wiley & Sons

Dave Ramsey explains those scriptural guidelines for handling money. *Managing to Change the World* Solution Tree
EBONY is the flagship magazine of Johnson Publishing. Founded in 1945 by John H. Johnson, it still maintains the highest global circulation of any African American-focused magazine. *Inner Mastery, Outer Impact* John Wiley & Sons
How to execute win-win negotiations every time, in business and in life
Negotiating Success provides expert guidance on how to improve strategies and outcomes in negotiating anything in professional and personal life. With a constant focus on the mind, body, and spirit of the professional negotiator, this easy-to-read text brings a holistic approach to the hard and soft skills needed for ethical negotiations. The result is a

better understanding of how to negotiate successfully for mutual benefit by all parties. Offers tips and tools, such as how to use positive psychology to unite your team, emotional intelligence for successful negotiation, and how to minimize conflict. Spells out the six principles of ethical influence. Written by Jim Hornickel, the founder of Bold New Directions, a transformational learning organization that provides training, coaching, retreats, and keynotes across the world, specializing in negotiation, leadership, communication, presentation, and corporate training. Negotiating Success delivers an unparalleled blend of practical and explicit steps to take to achieve win-win negotiations, every time. Virtual Training Basics, 2nd Edition Business Expert Press. It's a digital world; is your training up to speed? Build your virtual training skills with this new edition of Virtual Training Basics by Cindy Huggett. You don't have to be a tech wizard to follow her tested and proven techniques for enhancing your virtual training design and delivery. E-learning has been around since the late 90s, but it continually evolves. Sometimes, it may seem impossible to keep up—but your learners need courses that they can take anywhere, organizations need to save money and time on travel, and everyone expects your material to be as current as possible. Take it back to the

basics. Virtual Training Basics will get you started with the fundamentals of virtual training, and then build you up through design and facilitation, with updated material and two new chapters to cover the latest breakthroughs and skills you need to know. In this book, you will: Get tips from a variety of seasoned virtual trainers. Gain insight into the differences (and similarities) between facilitating in-person training and virtual training. Understand the fundamentals of virtual training design. Whether you're new to virtual training or looking for ways to update your existing skills, Virtual Training Basics, 2nd edition, will take you there. *Professional Learning Communities at Work* Notion Press. The Training Manager's Quick-Tip Sourcebook is a comprehensive guide that distills the best thinking and planning from experts in the field of training and development. This handy resource offers you proven solutions to a variety of training challenges, including quick steps for taking the pulse of your training programs, analyzing training costs, and identifying return on investment pitfalls. In addition, the book contains easy-to-use tools and strategies that tell you how to * Build a solid

training business plan * Sell your training plan to management * Conduct a quick and accurate needs assessment * Compute training costs and ROI * Understand and use e-learning in the most appropriate way * Translate training into performance improvement * Expand your training department's reach in thoughtful and innovative ways
Your Executive Coaching Solution
Morgan James Publishing
Assisting organizations in improving their project management processes, the Project Management Maturity Model defines the industry standard for measuring project management maturity. Project Management Maturity Model, Second Edition provides a roadmap showing organizations how to move to higher levels of organizational behavior, improving
The Respectful Leader
Human Resource Development
An updated edition of the blockbuster bestselling leadership book that took America and the world by storm, two U.S. Navy

SEAL officers who led the most highly decorated special operations unit of the Iraq War demonstrate how to apply powerful leadership principles from the battlefield to business and life. Sent to the most violent battlefield in Iraq, Jocko Willink and Leif Babin's SEAL task unit faced a seemingly impossible mission: help U.S. forces secure Ramadi, a city deemed "all but lost." In gripping firsthand accounts of heroism, tragic loss, and hard-won victories in SEAL Team Three's Task Unit Bruiser, they learned that leadership—at every level—is the most important factor in whether a team succeeds or fails. Willink and Babin returned home from deployment and instituted SEAL leadership training that helped forge the next generation of SEAL leaders. After departing the SEAL Teams, they launched Echelon Front, a company that teaches these same leadership principles to businesses and organizations. From promising startups to Fortune 500 companies, Babin and Willink have helped scores of clients

across a broad range of industries build their own high-performance teams and dominate their battlefields. Now, detailing the mind-set and principles that enable SEAL units to accomplish the most difficult missions in combat, *Extreme Ownership* shows how to apply them to any team, family or organization. Each chapter focuses on a specific topic such as *Cover and Move*, *Decentralized Command*, and *Leading Up the Chain*, explaining what they are, why they are important, and how to implement them in any leadership environment. A compelling narrative with powerful instruction and direct application, *Extreme Ownership* revolutionizes business management and challenges leaders everywhere to fulfill their ultimate purpose: lead and win. [Positive Intelligence](#) Berrett-Koehler Publishers Like a great leader, a great leadership training aligns the right people to the right task at the right time. Whether you are developing a first-rate leadership development program from scratch or

adding to an existing workshop, let leadership expert and master trainer Lou Russell be your guide. The second book in the ATD Workshop Series, *Leadership Training* presents a step-by-step blueprint to developing and delivering dynamic, powerful leadership training. Complete with effective training methodologies, this book helps you accelerate learning and leverage technology for maximum efficiency. You'll also find tools to assess leadership strengths and weaknesses. Half-day, full-day, and two-day workshop programs found in this volume make planning easy and can be tailored for the unique needs of your organization. Supplemental resources are available online and include downloadable and customizable presentation slides, handouts, assessments, and tools. About the series The ATD Workshop Series is written for trainers by trainers, because no one knows workshops as well as the practitioners who have experienced it all. Each publication weaves in

today's technology and accessibility considerations and provides a wealth of new content that can be used to create a training experience like no other. *The Leader in Me* Pfeiffer Why getting results should be every nonprofit manager's first priority A nonprofit manager's fundamental job is to get results, sustained over time, rather than boost morale or promote staff development. This is a shift from the tenor of many management books, particularly in the nonprofit world. *Managing to Change the World* is designed to teach new and experienced nonprofit managers the fundamental skills of effective management, including: managing specific tasks and broader responsibilities; setting clear goals and holding people accountable to them; creating a results-oriented culture; hiring, developing, and retaining a staff of superstars. Offers nonprofit managers a clear guide to the most effective management skills Shows how to address performance problems, dismiss staffers who fall short, and the right way to exercising authority Gives guidance for managing time wisely and offers suggestions for staying in sync with your boss and managing up This important resource contains 41 resources and downloadable tools that can be implemented immediately.

Training Management

Solutions, Inc John Wiley & Sons
Caught in an abusive marriage, Sonam Aggarwal finds no family support when she struggles to break free. However, with unwavering grit, she makes a place for herself in the world and rises like a phoenix from the ashes of her dead marriage to discover true companionship and professional success. The evolution of a knowledge society in India that places a premium on human knowledge and skills regardless of gender finally bequeaths her a coveted place in the sun. The novel focuses on the core strength of a woman that asserts her value despite external trappings and women characters who go through their individual struggle with the inevitable challenges that threaten their existence. *Phoenix*, a novel, traces the life of Sonam and her upper class family in South Delhi from 1983 to 2017. It highlights the curious paradoxes in Indian society: its global leadership in digitalization contrasted with antiquated prejudices and gender stereotypes. [The Phoenix Project](#) National Academies Press
Over forty years experience in the construction industry provided a basis for studying diversity issues. Experience teaches that people are different. In Jerry's many years of supervising and training employees, he was confronted with every stage imaginable pertaining to diversity issues.

Whether blue collar or white, people skills remain an important discipline. Parity is not always prudent, or achievable. However, equal opportunity provides employees with a chance to fail or succeed in the workplace. Jerry holds an associate degree in Computer-aided Drafting and Design from ITT Technical Institute, a Bachelor of Science Degree in Management from the University of Phoenix, and a Master of Arts in Adult Education and Training from the University of Phoenix. Jerry has authored this book in hopes that students benefit from his education and experience and provide solutions to diversity issues in the workplace. Jerry is the owner, founder, and CEO of Effective Solutions Consultants; and provides diversity training for people entering the workplace. Today, business is conducted in the global market, and crosses cultural boundaries. Technological advancement provides enhancement to present day communication concerns, and has a far reaching effect on diversity training, The book can portray to any one of us we have all been introduced to these situations at some point in time; in any workplace. Its clear as night and day, Cause and effect, it explains in depth how to manage a company and have positive effects between a company and its employees. I would suggest that every business and its

employees should read this book, it could very save a company or help in some way not to mention you'll be glad you did! KRISTEN CARTER. If I was starting a business and wanted information about employee rights and relations this is the book u need. It covers everything you need to know and would be a great refresher for people who are already in business. O.O. McCOLLUM THE THIRD. *Signal* Hachette UK

As the business community has learned through the COVID-19 pandemic, it's more important than ever for leaders to anticipate and plan for the possibility of an unplanned disruptive event. The more prepared you are to manage shocks, the less likely you'll fall victim to the serious harm a crisis has the potential to inflict. Crisis management is one of several interrelated core disciplines comprising enterprise risk management, along with emergency preparedness, disaster response, business continuity planning, supply chain risk mitigation, and cyber liability prevention. Crisis management practices can help lessen the magnitude of emergencies and disasters while decreasing the uncertainty and anxiety associated with these events. This book provides insights into an

understanding of leadership in a new era of radical uncertainty and disruption brought about by other challenges such as climate change, financial crises, terrorism, demographic changes in the labor market, health/disease risk from the pandemic, and rapid developments in innovative digital technologies and its impact on transformation at the workplace.