

Training Programs & Assessment Instruments

Program Title

- Dynamics of Leadership
- Essentials of Leadership
- Leading Change (Senior Level)
- Managing Change (First to Mid-Level)
- Taking Charge of Change (Front Line Employees)
- Managing Performance & Developing People
- Developing People
- High Performance Coaching
- Selecting the Best
- Keys to Effective Supervision
- Working Across The Organization
- Leading & Working in Teams
- Essentials of Project Management
- Building Emotional Intelligence
- Effective Communication
- Conducting Effective Meetings
- Performance Consulting: Building Internal Consulting Skills
- Handling Conflict
- Enhancing Customer Service
- Is a Career in Management Right For You?
- Increasing Job & Career Satisfaction
- Mentoring
- Working with a Mentor
- Sales Management Makes the Difference
- Selecting the Best Sales People
- Consultative Selling Skills
- Breakthrough Negotiating
- Time & Territory Management
- Advanced Account Strategies

Survey Option

- Leadership Practices Survey
- Leadership Practices Survey
- Leading Change Survey
- Leading Change Survey

- Performance Management Questionnaire
- Management Practices Survey

- Management Practices Survey
- Associate Practices Survey
- Team Member Impact or Team Effectiveness Survey
- Project Management Practices Survey
- Social Skills Inventory

- Associate Practices Survey

- Associate Practices Survey

- Mentoring Relationships Survey
- Associate Practices Survey
- Performance Management Questionnaire

- Sales Practices Survey

- Sales Practices Survey

Why select a program by Sterling Institute?

Because our unique methodology:

- Enables us to link program objectives to the achievement of key organizational goals;
- Helps participants develop the core competencies they need in order to excel;
- Facilitates the customization of our program materials to your specific requirements;
- Stimulates participant involvement and ensures application back on the job; and
- Leads to measurable performance improvement.