

## Communication

### How To Be An Effective Communicator – Part 1 & 2

Nido Qubein

30:05

Today, humanity forms a global tribe, and those without good communication skills will find themselves outside the circle of success. Those who learn to communicate effectively with people at all levels, of both genders, and from a variety of cultures and backgrounds will be the pacesetters. Your power to influence the lives of others in the world around you is as great as your ability to communicate. This course will show you how to communicate effectively with diverse audiences.

### How To Be An Effective Communicator – Part 3 & 4

Nido Qubein

26:21

Today, humanity forms a global tribe, and those without good communication skills will find themselves outside the circle of success. Those who learn to communicate effectively with people at all levels, of both genders, and from a variety of cultures and backgrounds will be the pacesetters. Your power to influence the lives of others in the world around you is as great as your ability to communicate. This course will show you how to communicate effectively with diverse audiences.

## Diversity

### A Realworld Guide to Diversity

The LearnCom Group

11:59

This course covers the basics of promoting the value of Diversity in the Workplace. It is designed for all employees including non-supervisory personnel, supervisors and managers. It is ideally suited for new employee orientation, and refresher training for all other personnel.

## Productivity

### Productivity 01 – The Real Purpose of Business

Jason Jennings

15:59

Transform your people into business leaders who will dramatically generate more revenues profits. Jason Jennings' PRODUCTIVITY! Contains valuable lessons from the world's fastest and most productive companies.

The real purpose of business is NOT to make money or profit, rather it is to Find, Keep, and Grow the RIGHT customers. If you do this, huge profits will come your way. Don't be all things to all people.

### Productivity 02 – The Art of Abandonment

Jason Jennings

19:49

Transform your people into business leaders who will dramatically generate more revenues profits. Jason Jennings' PRODUCTIVITY! Contains valuable lessons from the world's fastest and most productive companies.

STOP doing those things that are holding you back, slowing you down, and keeping you from achieving your full economic potential. Learn seven obstacles of abandonment and eliminate the time wasters, money shredders, and mental blocks.

### Productivity 03 – Establish Your Cause

Jason Jennings

15:13

Transform your people into business leaders who will dramatically generate more revenues profits. Jason Jennings' PRODUCTIVITY! Contains valuable lessons from the world's fastest and most productive companies.

The world's fastest and most productive companies all have one thing in common, they rally around their CAUSE. Your CAUSE will create passion in every employee and becomes the cornerstone for establishing your business culture.

### Productivity 04 – Strategy and Tactics

Jason Jennings

13:03

Transform your people into business leaders who will dramatically generate more revenues profits. Jason Jennings' PRODUCTIVITY! Contains valuable lessons from the world's fastest and most productive companies.

Simplify your business strategies in ONE BIG OBJECTIVE. Then develop your tactics to meet your ONE BIG OBJECTIVE.

## Sales

### Closing Techniques of Top Producers

Kerry L. Johnson Ph.D.

29:50

Tens of thousands of people around the world have already benefited from the expertise of Dr. Kerry Johnson. This unique training program will give you the tools necessary to increase your sales and your income! You will learn how to recognize when people are feeling pushed, what to do when you have gone too far and how to gain a 100% closing rate.

**Selling Your Price**

Dave Yoho

40:00

No single issue confronts salespeople more often than price. It is the root of many objections and delay for negotiation. Price issues come in various forms and disguises. Sometimes they are direct, but often times the language is more subtle, such as “we want to shop around some more.” Professional selling requires that you acknowledge and prepare for price issues. In this course, we will deal with selling your price, as well as understanding and dealing with price objections.

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**Sexual Harassment****A Realworld Guide to Sexual Harassment**

The LearnCom Group

14:25

This course covers the basics of Preventing Sexual Harassment in the Workplace. It is designed for all employees including non-supervisory personnel, supervisors and managers. It is ideally suited for new employee orientation, and refresher training for all other personnel.

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**Success****How We Thrive On Challenges That Most People Avoid**

Art Mortell

53:02

Successful people have a unique attitude toward the challenges that most people avoid. Adversity renews their humility, sharpens their objectivity and makes them more resilient. Art Mortell will teach you that by capitalizing on adversity, developing strong relationships and thriving on stress, we succeed. We then raise our self-image, set higher expectations and achieve excellence.

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