

# WENROTH GROUP WORKSHOPS

Wenroth Group Workshops are dynamic, interactive, high energy, *practical* training sessions. They focus on concrete strategies that can be put to *immediate use*. Sessions are typically 90 minutes, allowing participants the chance to work on a specific topic without disengaging from an entire business day. The workshops listed are the most popular in our series of over 15 programs including those customized for specific client requirements.



## How to Perform in the Storm

We live in harrowing times: economic uncertainty, political unrest, continued layoffs. Yet the demand to perform is unrelenting. It's easy to feel overwhelmed, burnt-out, and disengaged. In fact, it's an epidemic in today's workplace. Marshalling our resources in this environment requires a different approach. While we can't add hours to our day, we can add energy. That energy comes from being physically engaged, emotionally connected, mentally focused, and spiritually aligned. This powerful workshop will teach you the techniques you need to increase your energy management skills and re-ignite your personal and professional performance.

## Sales Skills for People Who Don't Like Selling

In the hyper-competitive environment we live in, *everyone's* job is to sell. That represents a shift in attitude for many employees and executives alike, changing from reactive to proactive; from *waiting* to build relationships to actively *creating* those relationships.

Many people fear this approach because they don't understand it; many managers can't coach their teams because they don't understand it either!

This workshop moves people through their preconceived ideas and fears about what they *think* selling is. They learn to leverage their own natural abilities to build long lasting relationships that are built on mutual give and take...and result in new business. They learn how to coach others to do the same.

## Presentation Skills for Life

*Life* is a presentation. Make your moments in front of audiences - large and small. Be memorable, decisive, and engaging even if your heart is palpitating! This workshop begins with a self-assessment on current skills and quickly moves to practical strategies that can be used in any public situation from meetings to stand up presentations.



## Women's Work

As women have moved successfully into Corporate America, so has the frustration they often experience in moving ahead. The top 5 fundamental barriers consistently cited are:

1. Working within a male dominated corporate culture
2. Difficulty balancing work/ family
3. Lack of inclusion in informal communication network
4. Few female mentors
5. An inability to land key assignments & projects

ments & projects

How can women compete effectively? Can they leverage their unique strengths to their best advantage? In this workshop, participants learn specific strategies to accelerate their business success.

## The New Manager's Toolkit

New managers and newly promoted executives have their hands full meeting the functional demands of their new position. This workshop teaches them to recognize the more subtle components of successful leadership that include the interpersonal and political realities. Participants learn to sharpen and expand all their resources to fully ignite in their new roles.

## Controlling Your Professional Destiny

Have you ever felt that you would have the perfect career if not for your

- a) crazy boss;
- b) undermining co-worker;
- c) unsupportive spouse;
- d) over committed lifestyle
- e) uncertain economy
- f) downsized industry
- g) all of the above plus some more not on this list

That's no way to live and work every day! Stop telling yourself the same old story, and discover how to revitalize a stalled career in your current organization or in a new one. Have the professional life you want *regardless* of the circumstances around you and take back control of your development and success. Learn the basis tools in this most energizing workshop.

## Communication in The Age of Overload

Beepers beep, blackberries vibrate, e-mails are endless, telephones intrude. Do we *really* have that much to say or are we just making lots and lots of noise? Is our communication clear, timely, respectful, and effective?



Whether you have to communicate up, down or across, this workshop gives you ten practical tactics that you can use *immediately* for more effective and rewarding communication.

## Say it Again?

Active Listening Skills to Get it Right the First Time ..

We speak at 125 words/minute. We listen at 600-800 words/minute and we think at 2000 words/minute. Since we hear and think so much faster than we can talk, it's no wonder we drift off when someone else has the floor. But without good listening skills, leadership

is compromised, relationships are minimized, and productivity is sacrificed. This is a powerful workshop to understand your own listening style and improve your active listening skills.

