



Strategic consultants

United States and Mexico



CATALOG AND COURSES

Course name	Main topics	Description	Target audience	No. of participants	Duration	Cost
How to Ensure Effective Implementation	Rights and Capabilities; Authority, Power and Influence; What, How, When and Who; Definition of Tasks and Follow-Up	Strategies that are well thought out are rarely implemented or never materialize as planned. In this workshop, we identify the main elements that impede the implementation of a strategy and how to establish a system that follows up and monitors the actions of the people involved.	Managers, Directors	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference: 1,800 USD Workshop: 3,250 USD
Effective and Efficient Teams	Rules; Decision-Making Teams and Implementation Teams; Definition of Tasks; Effective Cycles; Communication	People work in teams, but these teams are often not coordinated and do not work in a way that leverages personal styles, roles and interests. In this workshop, we establish the essential elements that enable leaders to manage tasks in a way that achieves both short and long-term results.	Employees, Managers, Directors	15 people Max	Conference: 1 hour; Workshop: 8 hours; Course: 24 hours	Conference 1,800 USD Workshop 3,250 USD Course 9,750 USD
Agile Problem Solving	Accumulation, Deliberation, Incubation, Illumination, Accommodation, Termination and Reinforcement.	Through this methodology we define the 8 steps for agile and effective problem solving. This monitoring and negotiation program allows individuals and teams to solve problems and make decisions in a collaborative way.	Collaborators, Managers, Directors, Sales Teams	15 people Max	Conference: 1 hour; Workshop: 8 hours; Course: 24 hours	Conference 1,800 USD Workshop 3,250 USD Course 9,750 USD
Trust, Respect and Conflict Resolution	The formula for success; Creating an environment of trust and mutual respect; The 7 sources of conflict and how to resolve them.	Key initial concepts for the creation of efficient collaborative environments. Identifying negative attitudes and harnessing energy in a positive way. Rules and problem solving	Employees, Managers, Directors	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD

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Leadership styles and teamwork	Leadership Styles; Collaborative Work Teams; Efficiency and Effectiveness; Task Setting and Follow-up to Results	Team collaboration program that identifies the most common leadership styles and how to leverage differences for problem solving. Task and role tracking for results.	Managers, Directors	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD
Team Building	Tailor-made program for integrated work environments	Workshops with a variety of topics and practices oriented to the integration of work teams.	Employees, Managers, Directors	15 people Max	Workshop: 8 hours; Course: 24 hours	Workshop 3,250 USD Course 9,750 USD
Team coaching	Principles of teamwork; work dynamics; work styles and task follow-up.	Collaborative coaching allows teams to establish an effective and efficient work environment in the short and long term. By monitoring their interactions, tasks and behaviors are established that take advantage of the team members' profile and style.	Managers, Directors	Complete areas	Follow-up Program (6 months)	
Effective Presentations	Structure of a Presentation; Preparation; Presentation Techniques, Tools and Objectives	Practical workshop that allows people to prepare, practice and develop presentation skills.	Employees, Managers, Directors	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD
Career Plan (personal)	Establishment of Profile, Skills and Interests; Personal Branding; Objectives and Action Plans and Follow-up.	Personal and follow-up work with employees and executives to identify their experience, skills, abilities and interests and to focus on activities that result in personal and organizational benefits.	Employees, Managers, Directors	15 people Max	Conference: 1 hour; Workshop 8 hours; Follow-up Program (6 months)	Conference 1,800 USD Workshop 3,250 USD

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Performance Evaluations	Objectives; Monitoring and Evaluations of work plans. Design, Structure, Evaluations and Rewards.	Design program that allows to establish the process of performance evaluations. Identify objectives, their measurement, follow-up and evaluations at the end of a period of time.	Employees, Managers, Directors and Human Resources personnel	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD
Feedback	What is feedback; how to give and how to receive feedback; practical tools for giving and receiving feedback; Feedforward and Action Plans.	Helping individuals and organizations to give and receive feedback. Practical exercises and roles to identify tools that allow us to provide and receive feedback on our performance.	Employees, Managers, Directors and Human Resources personnel	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD
360° Evaluations	Design of evaluation tools, evaluation scheduling, communication and follow-up plans, review of results and action plans.	Establish a 360° evaluation scheme that allows the correct communication of individuals and teams. What to do with the information gathered and how to identify personal and team opportunity areas to establish action plans.	Managers, Directors and Human Resources personnel	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD
Definition of Objectives	Elaboration of Objectives according to the organization's strategy; Structures of Authority, Power and Influence (vertical and horizontal) and	Program to support organizations to develop the definition of the scheme of evaluation of people. Identifying authority, power and influence in tasks and aligning rewards for their mobilization.	Employees, Managers, Directors and Human Resources personnel	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD

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Talent Review (9 box - 4 box)	Establishment of performance evaluation results and internal talent matching. Potential identification, redirection and	Program to support organizations in the elaboration of talent review in their company (subsequent to performance evaluations). Mainly, support in the identification of high potential personnel and people who require redirection.	Managers, Directors and Human Resources personnel	15 people Max	Conference: 1 hour; Workshop: 8 hours	Conference 1,800 USD Workshop 3,250 USD
Leadership	Leadership according to Adizes (PAEI)	Participants will learn the 4 roles that all leaders have to play for effective and efficient leadership. In the short and long term. They will discover their natural leadership style and how to make the most of it.	Current and future leaders within their organizations. Entrepreneurs and business owners.	10 to 15 people Max	Workshop: 8 hours	Workshop 3,250 USD
	Self-leadership: overcoming limits	Participants will learn behavioral, cognitive and emotional self-leadership strategies and tools to become leaders in their professional and personal lives.	All people who want to overcome their limits, be leaders of themselves and at the same time prepare themselves to be leaders of others.	15 to 20 people Max	Workshop: 4 hours	Workshop 2,250 USD
	Transformational Leadership: the new leadership model	Participants will learn charismatic leadership tools. They will learn how to be agents of change and influencers.	Managers, directors, CEOs who want to take their areas/ organizations to their maximum potential	25 people Max	Workshop : 16 hours 2 full-day workshops	Workshop 6,500 USD
	Team leadership: beyond one-on-one leadership	Participants will become aware of internal team dynamics, learn how to overcome inertia, failures and conflicts to create high performance teams.	Leaders who want to lead their teams to high performance.	5 to 10 people Max	Workshop: 24 hours 3Full day workshops	Workshop 9,750 USD

Course name	Main topics	Description	Target audience	No. of participants	Duration	Cost
	The leader as coach	Today's leaders are expected to develop and foster the learning and autonomy of their people. Participants will take away individual coaching tools for their day-to-day work as a leader.	All people in leadership positions.	15 to 20 people Max	Workshop: 8 hours	Workshop 3,250 USD
	How to create and maintain commitment and motivation	In this workshop, participants will become aware of the factors of motivation in the workplace. They will take away tools to create, foster and maintain the commitment of individual	All people in leadership positions.	15 to 20 people Max	Workshop: 4 hours	Workshop 2,250 USD
Effective communication	High impact presentations	Participants will learn how to create an exciting, captivating and coherent presentation to any audience. Specific presentation types such as sales presentations and presentations to senior management are included.	All professionals who want and need to expand their presentation skills.	5 to 10 people Max	Workshop: 24 hours 3Full day workshops	Workshop 9,750 USD
	Rhetoric for executives	Participants will learn a portfolio of linguistic tools to interact, influence and convince their interlocutors through effective rhetorical tools.	All professionals who want and need to influence through communication.	6 to 10 people Max	Workshop: 8 hours	Workshop 3,250 USD
	Giving and receiving feedback	Participants will learn how to give feedback that supports the interlocutor instead of creating resistance. At the same time, they will learn tools to make the most of the feedback they receive	All professionals who want to increase their impact and presence.	15 to 20 people Max	Workshop: 4 hours	Workshop 2,250 USD

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	Empowering meetings (Adizes methodology)	Today's leaders and professionals spend a high percentage of their workday in meetings. At the same time, most of them complain about the lack of effectiveness and efficiency of meetings. Participants will learn an innovative method of managing meetings that empowers participants while boosting productivity.	Management and executive levels.	6 to 10 people Max	Workshop: 8 hours	Workshop 3,250 USD
Teamwork	Team coaching: the leader as a team coach	Team coaching requires different tools than individual coaching. Participants will learn the new team coaching techniques that have been developed in the last decade.	Leaders who want to develop their teams.	5 to 10 people Max	Workshop: 16 hours 2 full day workshops	Workshop 6,500 USD
	Conflict management / Team building	Participants will learn about the most frequent causes of conflicts in teams and the most efficient ways to manage them.	Team leaders and team members will participate together in this workshop.	6 to 10 people Max	Workshop: 8 hours	Workshop 3,250 USD
	How to build high performance teams	Complete team development course that conveys the knowledge of what works and what doesn't work in teams. Participants will then practice what they have learned in team	Teams together with their leaders.	10 to 15 people Max	Workshop: 24 hours 3 full-day workshops	Workshop 9,750 USD
Strategy	Creating competitive advantages through strategic thinking	Participants will learn and deepen their knowledge of methods and tools to create strategic advantages in their companies.	Management levels in commercial, strategic and senior management areas.	10 to 15 people Max	Workshop: 16 hours 2 full day workshops	Workshop 6,500 USD

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	Strategy and Power: Anti-Machiavelli for Executives	In any organization there are power relationships: with the boss, employees and other stakeholders. Not all players in the power games within the company are benevolent. Participants in this workshop will learn how to protect themselves against manipulation, maintain their integrity and influence in an ethical	Management and executive levels.	15 to 20 people Max	Workshop: 8 hours	Workshop 3,250 USD
Sales	What works in sales: science and practice	There are many myths and misconceptions about what works in sales. Participants in this course will learn what really works - scientifically proven. In addition, participants will practice what they	Professionals in commercial and sales areas.	15 to 20 people Max	Workshop: 16 hours 2 full day workshops	Workshop 6,500 USD
	Sales coaching for managers	Sales coaching is one of the most efficient ways to increase sales. At the same time, for this type of coaching, sales managers need specific knowledge that they will learn and practice in this series of	Sales team leaders.	10 to 15 people Max	Workshop: 16 hours 2 full day workshops	Workshop 6,500 USD
Balancing life and work		Our time and energy are not infinite. It is in our best interest to integrate the multiple aspects and commitments of work and private life. Participants will learn how to do this and have a full and balanced	Any professional with an interest in the subject.	20 to 25 people Max	Workshop: 4 hours	Workshop 2,250 USD



Inclusion and equity		Diversity in today's work environment demands inclusion and equity measures. Participants of this seminar/workshop will become aware of forms of discrimination, learn how to counteract it and create an inclusive and equitable environment in their organization	Leaders, directors, managers and their teams.	20 to 25 people Max	Workshop: 4 hours	Workshop 2,250 USD
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