

PZI COMMERCIAL TRAINING COURSE PRICELIST

(effective 1 January 2019)

PZI[™]

People Zealously Interconnected[™]

For more information:
1500 Perimeter Parkway
Huntsville, Alabama 35806
(256) 513-7941
pziconsulting.com

PZI COMMERCIAL TRAINING COURSE PRICELIST
(effective 1 January 2019)

Course Title	Course Description	Days	Price
Awareness and Understanding of Self	This course explains the concept of Carl Jung's psychological preferences (the philosophy of the Insights Discovery energy preference model), and helps participants identify their own psychological preferences and create an understanding of how those affect their behavior. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
The Personal Effectiveness Key	This course helps participants develop the ability to understand the nature of perception and its importance in our relationships with others. It teaches how to identify the four basic color energies (Cool Blue, Fiery Red, Sunshine Yellow, Earth Green), the characteristics associated with each, and the relative strengths and weaknesses of each energy. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Strengths & Understanding where your Blinders Are	This course highlights the strengths and weaknesses of each participant's personality preferences. It explores the development potential of their "shadow" (the least developed and less conscious aspects of their personality) and what that means for them. Each participant creates an action plan to build on their natural qualities and how to implement that plan in their daily lives. Participants will then deepen their understanding of the impact of the 'less conscious' and of the 'shadow' in their life, as well as build an awareness and acceptance of where their "blinder may lie". All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Stress Management 101- Stress at Work	This course helps participants identify when they are stressed, take action to utilize energy preferences to maintain a high level of performance. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Stress Management 102- Stress Coping Strategies	This course helps participants create a plan to take action to "de-stress", as well as develop strategies for staying calm and focused. It teaches participants by utilizing the ladder of preference experience to help to manage their stress. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Conflict Resolution	This course helps participants understand the communication process and the barriers to effective communication. It teaches active or empathic listening skills and how to use feedback to deepen understanding of what the other person is communicating; the goal being to build awareness of the importance of language in communication. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Team Effectiveness 101	This course aims to build relationships that can transform participants' level of effectiveness, as well as develop long-term, meaningful relationships with others. It teaches participants to approach interactions and relationships from a new point of view and helps them take practical steps to build an effective team and improve teamwork. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Understanding the Team Dynamics	This course helps participants understand the team dynamics between the Eight Insights types and helps gain an insight into their contribution to the team dynamic. It teaches participants to take practical steps to build an effective team and improve teamwork. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student

			Max of 30 students
--	--	--	--------------------

Course Title	Course Description	Days	Price
Transforming Your Team Culture	This course helps participants analyze their 'current team culture' and compare it with their 'desired' culture. It provides a practical framework for transforming team culture and teaches them how to shape high performing teams that make appropriate use of all four-color energies. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Inclusion & Diversity 101: Introduction and Overview	This course helps participants understand the dynamics of inclusion and diversity and how dominant and non-dominant subtle actions can affect inclusion in the workplace, understand unwritten rules, unconscious perceptions, and how we each walk in the world. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Inclusion & Diversity 102: Focus Group Type Class	This course helps participants learn how to think inclusion and diversity first in all aspects of their work. Learn how to conduct thoughtfully run meetings, post-work activities, mentoring, feedback, promotions, career development, performance evaluations, and individual communication interactions. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Inclusion & Diversity 103: Role of Leader and Role of Employees	This course helps to distinguish the roles that leaders and employees play in inclusion and diversity. Leaders learn how subtle actions in the workplace can create change in an organization. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Innovation in Problem Solving	This course helps participants identify and attack top timewasters in the workplace. Discover time management strengths and build-upon them. It teaches them to recognize time management weaknesses and make them stronger and achieve harmony between work and personal time. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Influencing Relationships	This course helps participants learn how to influence others. It enhances their interpersonal skills and helps them understand how they can apply their knowledge of the different color energies to influence the outcomes of their interactions. It teaches them to be able to apply their persuasion/ influencing skills in three different situations: their personal life, as a leader within an organization, and in a selling situation. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Change Management	This course teaches participants to recognize that change is constant, and to understand the effects of change. It takes the participants through the psychology of change; how different color energies are affected by change and helps them identify and practice tools for thriving through change. Other topics discussed are resilience to stress and adaptability. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Leadership Development 101	This course teaches participants the traits of effective leaders and then moves on to specific leadership actions based on color preferences. It teaches the concept of the four manifestations of leadership: Results, Visionary, Relationship, and Centered. It helps leaders maximize their leadership effectiveness by covering	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student

	individuals' motivators and blockers. It helps participant identify and embody the characteristics of effective leaders: soft and strong, tough but kind, decisive but judicious, tactful and candid. All needed materials are included with the stated price.		Max of 30 students
Leadership Development 102: Transformational Leadership	This course teaches participants the traits of transformational leaders and specific leadership actions based on color preferences. It goes further into transformation leadership with the 40 facets of leadership and how the strengths and weaknesses of a leader affect their hopes and fears. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students

Course Title	Course Description	Days	Price
How to Get the Best Results out of a Coaching Session	This course helps participants understand the value and impact of effective coaching on their team. It teaches a model of coaching for maximum effectiveness, as well as how to use tools and techniques for coaching effectively. It will also help participants plan and prepare for coaching success and develop an action plan for their continuous growth and development as peer coaches. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Motivating Employees without Compensation	This course focuses on how to motivate your employees to deliver their best at work without the incentive of additional money. Using techniques in adapting and connecting, motivating and blocking with different energies, participants will learn how to identify what motivates their team and how to tap into it. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Global Expansion in the Government Contracting Realm	This course focuses on the foundations of operating in OCONUS environments. It explores the regulatory and additional items that the USG must be considering when requesting work from contracting companies to perform OCONUS. All needed materials are included with the stated price.	2-4 hours	\$4,200 for up to 10 students \$370 for each additional student Max of 40 students
International Compensation and Benefits for Government Contractors	This course focuses on the compensation and allowances elements of OCONUS work. Provides additional exposure to local labor law basics and a foundational understanding of international benefits requirement. All needed materials are included with the stated price.	2-4 hours	\$4,200 for up to 10 students \$370 for each additional student Max of 40 students
Security Issues around Global HR and Personal Identifiable Information	This course focuses on managing an OCONUS population with the new data regulations around cross border release of personal identifiable information. All needed materials are included with the stated price.	2-4 hours	\$4,200 for up to 10 students \$370 for each additional student Max of 40 students
International Business Travelers - What you Need to Know	This course focuses on OCONUS business travel and how this can quickly expand into assignment requirements. Additional information regarding the regulations for the USG and the local/tax regulations are included. All needed materials are included with the stated price.	2-4 hours	\$4,200 for up to 10 students \$370 for each additional student Max of 40 students
Creating a Global Team	This course focuses on how to create and manage/motivate virtual teams across multiple cultures and time zones. The focus is on adapting and connecting in other forms of communication such as email, voice tone, and text messages. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student

			Max of 30 students
The Energies Great Teams are Made of	Every wonder why a team of Subject Matter Experts doesn't seem to work well together? This course will focus on how to focus on the energies a team requires and obtain the best team dynamics with what you have. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Tax issues Around International Expansion	This course will focus on basic Status of Forces Agreement regulations around OCONUS work and the taxable requirements in foreign locations of US individuals working for the USG OCONUS. All needed materials are included with the stated price.	2-4 hours	\$4,200 for up to 10 students \$370 for each additional student Max of 40 students

Course Title	Course Description	Days	Price
Making Meetings Matter	This course will focus on how to establish and manage meetings with effective energy and keep all parties engaged during the entire meeting process. All needed materials are included with the stated price.	2-4 hours	\$8,665 for up to 16 students \$370 for each additional student Max of 30 students
Workplace Communications	This high-level core interpersonal skills awareness course focuses on utilizing and identifying energies to connect and adapt with each other. This sets the stage for successful interactions. The curriculum is designed to increase self-awareness, focus on difficult/career conversations, and individual development plans. It also teaches coaching skills for supervisors and employees (giving feedback and having effective conversations for success in the workplace). All needed materials are included with the stated price.	3 days	\$20,160 for up to 16 students \$1,260 for each additional student Max of 24 students
Supervisor-Employee Effective Communication	This core interpersonal skills awareness course sets the introduction for successful communication interactions. The curriculum is designed for self-awareness by understanding your own energy preferences and do's/don'ts of communicating with me. The curriculum focuses on quickly adapting and connecting using the energy model and assessments/materials. All needed materials are included with the stated price.	1 day	\$12,600 for up to 16 students \$735 for each additional student Max of 24 students
Career Conversations and Effective Feedback	The core interpersonal skills awareness course focuses on using all four energies in adapting and connecting during crucial conversations. All needed materials are included with the stated price.	1 day	\$12,600 for up to 16 students \$735 for each additional student Max of 24 students
Career Goal Planning	This core interpersonal skills awareness course focuses on using a combination of all four energies in setting and obtaining career goals. All needed materials are included with the stated price.	1 day	\$12,600 for up to 16 students \$735 for each additional student Max of 24 students
Supervisory Training	This course focuses on the four manifestations of leadership. It concentrates on positive energy and flipping the mind side of the individual contributor to the team leader. It takes a more in-depth look at 4 of the 8 different types of communication styles, while adapting and connecting with several different motivation models.	2 days	\$18,900 for up to 10 students \$1,840 for each additional student

	This course also comes with an individual 360 assessment with up to 12 respondents. All needed materials are included with the stated price.		Max of 16 students
Your Leadership Journey	This course focuses on the four manifestations of leadership and provides a 360 of the individual leader's energy preference of up to 12 respondents. The course concentrates on the power of positive leadership attributes. All needed materials are included with the stated price.	1 day	\$22,050 for up to 10 students \$2,100 for each additional student Max of 16 students
Leading Your Organization	This course focuses on several different motivation modules for leaders and provides a 360 of the individual leader's energy preference for up to 12 respondents. The goal of this workshop is to propel an individual leader to the leader of the organization with an organization mindset, instead of focusing their mindset on themselves. All needed materials are included with the stated price.	1 day	\$22,050 for up to 10 students \$2,100 for each additional student Max of 16 students

Course Title	Course Description	Days	Price
Teams Effectiveness	This course focuses on taking intake teams through the four pillars of teamwork and concentrates on facilitating difficult conversations and ah-ha moments within the teams. Secondly, it focuses on specific coaching tools within the team on current issue resolutions. All needed materials are included with the stated price.	2 days	\$14,175 for up to 12 students \$895 for each additional student Max of 30 students
Your Place as a Team Member	This course focuses on the four pillars of teamwork and where each individual team member contributes to bring value to the team. Also, it focuses on how teams that work together can reach and exceed their goals. All needed materials are included with the stated price.	1 day	\$14,965 for up to 10 students \$945 for each additional student Max of 30 students
Your Place in the Team Dynamics	The course focuses on taking intact teams through recent conflict resolution exercises. Involves a facilitated discussion over where each energy is best used within the team and how having a team that utilizes all their energies can achieve their goals. Focuses on working with their opposite types and how to recognize their own blind spots in team environments. Intact team coaching is also used in this workshop. All needed materials are included with the stated price.	1 day	\$14,965 for up to 10 students \$945 for each additional student Max of 30 students