



Dream, Reach ... Achieve

## PRE-TRANSFORMATION WORKSHOP CERTIFICATE PROGRAM

MODULE	HOURS	OUTLINE	COURSE INSTRUCTOR
Preparation Session	1	This module allows the leader to prepare materials and workflow process to effectively participate and engage during the two day workshop. This is a one on one session that may be done at the workshop location just prior to the team workshop certificate program or remotely on a separate day.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
Leadership Concepts	4	This module is part of the two day workshop certificate program and will explore high level concepts around Leadership Awareness that will be used during the Workshop.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
Organizational Frameworking	4	This module will give participants an effective unique way of systematically and consistently to rank a prospective lead. They can then rank and lead them through the most effective sales process to funnel the opportunity.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
Organizational Guardrails	4	This module will list and discuss sales objections that may come up in a sales meeting or call. The participant will be able to firstly identify the objective and then comfortably discuss it with the potential prospect in order to obtain more clarity as it relates to ranking the quality of the lead.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
Establishing Roadmap	4	This module shows the participant how to effectively set goals using tools and templates that allows the participant to clearly understand what needs to be achieved and in what timeframe. This clarity will allow the participant to be able to plan out their workday, week, month and year.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
Scripting	2	This module is part of the two day workshop certificate program that introduces the participants to effective and productive ways to communicate their team's roadmap to stakeholders, non-stakeholders and other people who interact with the team.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
Scorecarding	4	This module may occur in two separate 2 hour time periods or one 4 Hour period up to two weeks from the completion of the team workshop. This module will help with proper scorecarding the KPI's established in the team workshop.	<i>Bruno Lindia BAdmin - CPHR - RPR</i>
<b>Hours</b>	<b>23</b>	<b>Notes</b>	

**Pricing / per Participant\***

**\$3,995.00**

\* Certificate of Completion awarded if a mark of 70% or higher is achieved on each module quiz and all assignments completed.

\*\* Price does NOT include Sales tax, Travel Costs ( if applicable)

\*\*\* Groups of 10 or more ( up to 15 ) receive a 5% discount. ( Price does NOT include Sales tax, Travel Costs ( if applicable))

\*\*\*\* Course instructor may change with no advance notice