

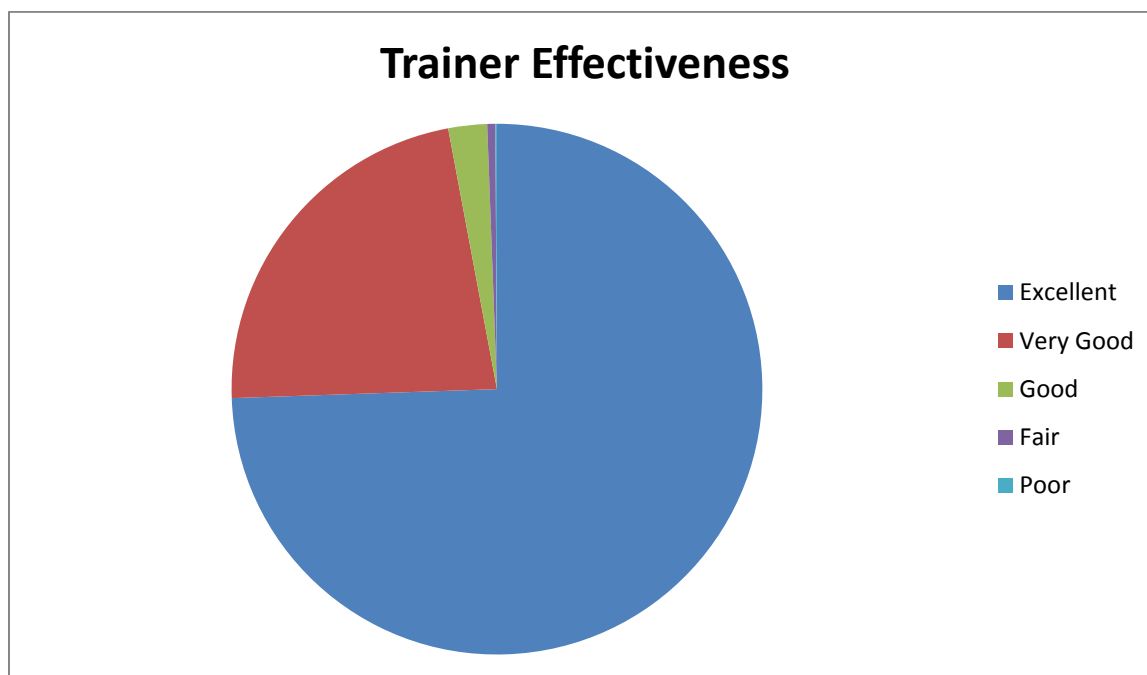
Dorsey Management Services gets results. Research has found that a positive reaction to a trainer's effectiveness is an important first step linked to acquiring new skills and changing behavior producing measurable results.

## **Professional Development Options**

Interpersonal Skills  
Development

Dorsey Management Services

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1,018 people who have attended Calvin Dorsey's training programs were asked to "rate and describe the effectiveness of today's trainer".

Excellent = 758  
Very Good = 230  
Good = 24  
Fair = 5  
Poor = 1

Types of businesses and organizations represented in the survey: Manufacturers, Distributors, Energy, Health Care, Communications, Wireless, Government (federal & state), School Districts, Colleges, and Non-profit.

Job titles: Director, Project Manager, Accountant, Engineer, Operations Mgr., Regional Mgr., Architect, Program Analyst, Branch Mgr., Production Mgr., Safety Specialist, Sales, IT, Business Analyst, Counselor, Teacher, Foreman, Compliance Mgr., RN, Administrative Coordinator, Office Manager, Purchasing, Facilities Mgmt., Human Resources, Team Supervisor, General Manager, Occupational Therapist, and Early Intervention Specialist.

To reach a higher level of productivity, Call Calvin Dorsey @ 1-855-483-5104  
[4dorsey@gte.net](mailto:4dorsey@gte.net)  
[www.dorseysolutions.com](http://www.dorseysolutions.com)

## **Developing Managerial Effectiveness with Style and Versatility**

**Program Length: Full Day (6 hours)**

<b>Module 1</b>	<b>Managing vs. Leading Qualities of Leadership Leadership Styles</b>
<b>Module 2</b>	<b>Creating an Open Environment Unlock the Secrets of Employee Motivation Goal Setting</b>
<b>Module 3</b>	<b>The Four Style Positions Dimensions of Behavior Tension Management Strengths Based Leadership</b>
<b>Module 4</b>	<b>Effective listening Boot Camp Non-Verbal Communication Skills Assertive Communication</b>
<b>Module 5</b>	<b>Recognizing Problem Workers Solving Problems Self-limiting Behaviors Behavioral EQ</b>
<b>Module 6</b>	<b>Communicating With Your Team Increasing Productivity The Four Quadrants</b>

**Additional information:** This highly interactive program consists of self-assessments and group work which encourage self-discovery and a commitment to action. All participants will be encouraged to develop an action plan.

## **The Trust Factor: Creating Win-Win Relationships**

**Program Length: Full Day (6 hours)**

<b>Module 1</b>	<b>Exploring Trust Assessing My Trustworthiness Work on Me first</b>
<b>Module 2</b>	<b>A Pattern of Collusion Collusion Worksheet The price of Collusion Breaking Out</b>
<b>Module 3</b>	<b>Styles of Communication Native Tongue Consequences</b>
<b>Module 4</b>	<b>The Steps of Dialogue Steps To Establish Mutuality Steps To Create A Pool of Shared Understanding</b>
<b>Module 5</b>	<b>Steps To Arrive At Synergy Behaviors That Weaken The Steps of Valuing Strengthening Others</b>
<b>Module 6</b>	<b>Giving Helpful Feedback Receiving Feedback Effectively Responding To Feedback What Helps Groups Move Forward</b>

**Additional Information:** This highly interactive program consists of self-assessments and group work which encourage self-discovery and a commitment to action. All participants will be encouraged to develop an action plan.

## **Conflict Resolution: A Peak Performance Strategic Plan**

**Program Length; Full Day (6 hours)**

<b>Module 1</b>	<b>Understanding Conflict Patterns of Behavior Constructive Behavior</b>
<b>Module 2</b>	<b>General Adaptation Syndrome Your Horse &amp; Rider Behavioral EQ Conflict Modes</b>
<b>Module 3</b>	<b>Understanding Your Conflict Style Scores</b>
<b>Module 4</b>	<b>Dealing With Choice Points Making Conscious Choices What Does Conflict Look Like With Each Style</b>
<b>Module 5</b>	<b>Five Key Steps The Steps To Minimize Conflict Repairing The Relationship</b>
<b>Module 6</b>	<b>Additional Strategies Why Problems Don't Get Solved The Three Step Model</b>

**Additional Information:** This highly interactive program consists of self-assessments and group work which encourage self-discovery and a commitment to action. All participants will be encouraged to develop an action plan.

## **The 5:5:5: Formula**

### **Five Reasons to hire Dorsey Management Services:**

1. Over 35 years of successful training, management, and consulting experience
2. Successfully trained more than 15,000 people worldwide
3. Clients have increased productivity by 40% or more
4. Set company sales records
5. Utilization of current research and best practices combined with hands-on experience

### **Five Reasons why you will benefit:**

1. Proven programs that are effective in delivering results
2. Depth of experience acquired by working with a variety of companies and industries
3. Highly interactive sessions which involve the participants
4. Attendees develop action plans for sustaining long-term results
5. A needs analysis survey is conducted prior to the seminar

### **Five Benefits to Participants:**

1. Training workbooks
2. Tailored presentation with relevant examples and ideas
3. Learning modules which involve each participant
4. Practical application of the concepts
5. Improved self-awareness leading to behavior change

