

VELOCITYSM Picks

For immediate needs or for those organizations who are ready to first address creating a foundation of learning, The Competitive Edge works with you to select those trainings that will begin the creation of a learning organization.

- Appreciating Differences
- Basic Problem Solving
- Building Trust
- Business Acumen
- Creative Thinking
- Creating the Customer Experience
- Cross Selling and Upselling
- Effective Customer Conversations
- Professional Customer Service Etiquette
- Work Styles & Building Seamless Service
- Customer Understanding and Focus
- Decision Making
- Developing Others through Coaching
- Discovering and Leveraging Strengths
- Effective Communication Skills
- Effective Meetings
- Effective Training Skills
- Employee Engagement
- Empowerment
- Entrepreneurial Thinking
- Facilitation Skills
- Great Leaders
- Hiring and Interviewing
- Leading Problem Solving
- Leading Change
- Leading Projects
- Managing Conflict through Crucial Conversations
- Managing Performance
- Managing Risk
- Market Understanding and Focus
- Matter of Respect
 - Harassment Awareness & Prevention
- Organization and Time Management
- Personal Accountability
- Political Savvy
- Presentation Skills
- Professional Etiquette
- Project Management
- Strategy Execution and Engagement
- Strategic Thinking
- Targeted Innovation
- Team Environment & Formation
- Thriving in Change

Competitive EDGE
Strategy ♦ Execution ♦ Leadership

VELOCITYSM

Set the **speed & direction** of the organization through leadership

Velocity takes the mystery out of identifying and growing great leaders.

Organizations across the country have benefitted from the comprehensive, straightforward approach of Velocity. It takes a complex idea and simplifies it into a clear roadmap to create leadership strength and agility.

Option 1

Velocity Picks

For organizations that want to pick specific training sessions based on an existing need.



Option 2

Velocity Series

For organizations that want to develop the foundational skills of their leaders at each level.



Option 3

Velocity Complete

The strategic approach to leadership including competency identification, assessment, development, performance management, hiring and succession.



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VELOCITYSM Series

Velocity <i>Supervisor Series</i>	Velocity <i>Manager Series</i>	Velocity <i>Executive Series</i>
<ul style="list-style-type: none"> • Great Leaders • Performance Management • Employee Engagement • Meeting Management 	<ul style="list-style-type: none"> • Great Leaders • Performance Management • Employee Engagement • Meeting Management 	<ul style="list-style-type: none"> • Great Leaders • Performance Management • Employee Engagement • Meeting Management
<ul style="list-style-type: none"> • Accountability • Developing Others • Building Teams 	<ul style="list-style-type: none"> • Accountability • Developing Others • Building Teams 	
<ul style="list-style-type: none"> • Managing Conflict 	<ul style="list-style-type: none"> • Decision Making 	<ul style="list-style-type: none"> • Strategic Thinking • Leadership Strategy
	<ul style="list-style-type: none"> • Business Acumen • Strategy Execution & Engagement • Leading Change 	<ul style="list-style-type: none"> • Business Acumen • Strategy Execution & Engagement • Leading Change

To be successful, it is a given you will focus on best practices, quality output, and overall management of process and systems. But what about the human side of the business? How do you develop the skills and those dynamic systems that underlie organizational performance?

The Velocity leadership development programs provide a series of trainings designed to unleash potential and drive the organization's speed and direction through leadership alignment.

VELOCITYSM Complete

Velocity Complete is the strategic approach to leadership. By identifying the critical attributes of your leaders, you can use them to effectively identify, hire, develop, manage performance, and develop future leaders for the unique needs of your organization today and for the future.

- 1 Leadership Framework**
 Develop a leadership competency model specific to your organization. With the web-based competency assessment tool, leadership participates, solidifying their engagement and commitment.
- 2 Competency Assessment**
 Now that you've identified the company's core competencies, how does it measure up? Utilize the Velocity 360 assessment program to create your benchmarks based on your organization's specific competencies.
- 3 Development**
 Use your data to create real, achievable development plans for individuals and groups within the organization. Provide training, coaching and application of competencies.
- 4 Performance Management**
 Through a process that includes planning, communicating expectations, providing feedback and formal performance appraisals, leaders take an active role in ensuring successful outcomes.
- 5 Hiring and Succession Plans**
 The bookends to the program go into place when you apply the competency model created uniquely for your organization to the hiring process and the succession plan.

“**The Competency Assessment provided a clear and concise roadmap to set our leaders and company up for success!!**”