



# Training & Development

## Langworthy Company CONSULTANTS

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## Create High Performance People & Companies

### Training Turns Business Strategy into Action

Inspiring an organization to change the way that it interacts with its customers and attacks the marketplace requires training to support a corporate communications strategy that starts at the top and cascades throughout the enterprise. We provide the tools to execute business strategy. Tools and "how to" training for employees who face customers everyday. We can "customize" the relevant training and development content and learning platforms for your specific industry group.



### Training Modules

Insight is the spark of true understanding. Clarity. Perspective. Vision. Insight is also the catalyst for meaningful change. Our training combined with Inscape DISC learning instruments help you unleash the power of insight.

### People & Organizational Development

- **Management** - Building High Performance
- **Leadership** - Energizing People, Organizations
- **Sales** - Sell More, Gain Competitive Advantage
- **Customer Service** - Building relationships
- **Team Building** - Greater Goal Achievement
- **Change** - Means Job Security and Progress
- **Diversity** - Offers Greater Productivity
- **Time Mgt.** - Time wasters / Key Priorities
- **Listening** - Discover More Opportunities

### Training & Tools For HR Professionals

- Various **DISC**-based instruments for Improved Hiring
- Conflict Resolution, improved communication
- Define job expectations, measure performance



### Customized Training

Unique Business Strategy requires specific training developed to achieve strategic objectives. Generic training won't do. We customize and implement learning platforms that HR will use in the future to jump-start new employee productivity for competitive advantage.

### Custom Training Platforms

- **Sales Marketing Systems** - Development of comprehensive sales and corporate communication platforms for personnel who face customers daily. Includes prospecting, presentations, closing, overcoming objections and conflict, customer service and how to build relationship / quality buyers.
- **Mgt., Leadership, Organizational Development** Methods to build higher performance from individuals, teams and business units. Understand how to adapt alternative management approaches for different business climates, situations and needs. Customized to your industry group, strategic plan, corporate culture and business situation.

CALL FOR INDIVIDUAL TRAINING BROCHURES OR  
DOWNLOAD AT [WWW.LANGWORTHYCOMPANY.COM](http://WWW.LANGWORTHYCOMPANY.COM)

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Small Business News - Cleveland, Ohio