



PATH TO PERFORMANCE™

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Excellence in Digital Training for
Management & Leadership,
Ready to deploy. Now.

Path to Performance™: Categories



Path to Performance™: 26 titles available



Manage Myself

1. Give a Boost to Your Communication Style
2. Dare to Become an Intrapreneur and Reap the Benefits
3. The Finance Tools that Every Manager Needs
4. Harness Emotions to Be More Effective/ Nurture empathy at work
5. Unlock Your Creative Potential at Work
6. Strategies for Personal Effectiveness



Manage Priorities

7. Effective Time Management
8. Find New Solutions Through Design Thinking
9. Make Complex Project Management Simple
10. Make Remote Working Effective for You
11. Shift to Management 3.0



Manage Talent and Retention

25. Effective talent management
26. Attracting and retaining right talent



Manage My People and My Team

12. Take Your Team to the Next Level of Performance
13. Add Coaching to Your Management Style
14. Foster a Happy Workplace
15. Get Your Team Working Together
16. Managing Remote Teams Effectively
17. Building Customer Focused Teams
18. Building a Learning Culture
19. Manage Your Team's Motivation and Engagement
20. Effective Performance Evaluation



Manage Sales and My Customers

21. Leading Customer Experience in Retail
22. Manage Your Key Accounts Like a Champion
23. Sell Solutions, Not Products
24. Maximize the Potential of Your Sales Team





Manage Priorities

Manage Priorities

Effective Time Management



Audience: Anyone looking for lasting ways to manage their time better

Time taken: Approx. 4 hours

- For anyone who wants to become better organized and maintain a healthy work-life balance, it is important to prioritize and distinguish between what's urgent and what's important
- And doing so makes one more productive and boosts their well-being too
- In this course, participants will learn how to make better use of their time and determine where their priorities lie

Takeaways: Identifying your priorities, Becoming better organized, Building connections to save time as a team, Maintaining personal balance.

LEARNING PATH



Manage Priorities

Effective Time Management

TRUST OUR EXPERTS



TAL BEN-SHAHAR

Best-selling author in positive psychology. Designed and taught the most popular course at Harvard University.



ADAM GRANT

Wharton top-rated professor. Ranked among the world's 25 most influential management thinkers. Listed on *Fortune* magazine's 40 under 40.



MAURA THOMAS

Award-winning speaker, trainer and author in productivity, attention and effectiveness. Regular contributor to the *Harvard Business Review* with articles viewed more than a million times. Has appeared in hundreds of national media outlets including *The Wall Street Journal*, *Fast company*, *Entrepreneur, Inc.* and *The Huffington Post*.



LISETTE SUTHERLAND

Recognized international thought leader and speaker. Author of *Stories of Remote Teams Doing Great Things*. Founder and Director of Collaboration Superpowers.

FOR PROVEN BENEFITS

Identifying your priorities



Becoming better organized



Building connections to save time as a team



Maintaining personal balance

Finding New Solutions Through **Design thinking**

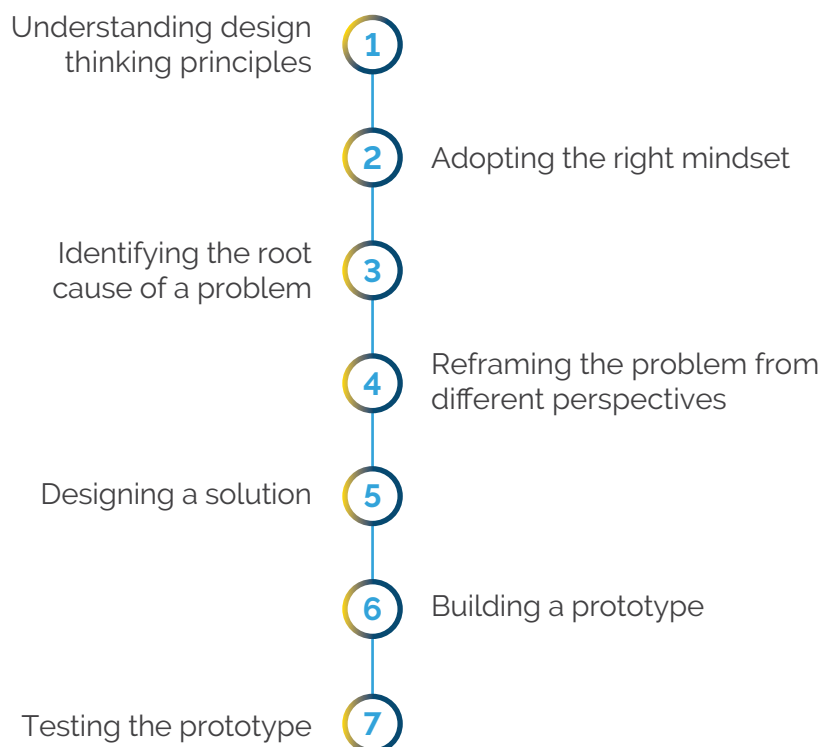
Audience: Anyone

Time taken: Approx. 4 hours

- Design thinking is a discipline inspired by the design world to help organizations innovate
- It is used to assess complex issues, identify their underlying causes, brainstorm fixes and implement the best possible solutions
- Participants will get access to, and learn about a whole host of tools and mindsets required to apply design thinking in practice

Takeaways: Enhanced creativity, Complex problem-solving skills, More effective solutions, Ability to address the needs of all stakeholders.

LEARNING PATH



Finding New Solutions Through Design thinking

TRUST OUR EXPERTS



NABIL HARFOUSH

Associate Professor at OCAD University, Canada's largest design school. Associate at Harvard SEAS.



MICHAEL R. SOLOMON

Professor of Marketing at Saint Joseph's University, academic authority on consumer behavior. Author of best-selling *Consumer Behavior: Buying, Having, and Being*. Frequent contributor to *The New York Times*, *USA Today* and *The Wall Street Journal* and regularly appears on television shows including *The Today Show*, *Good Morning America* and *CNN*.



FRANCIS CHOLLE

Best-selling author (*The Intuitive Compass*) and TED speaker. Professor at HEC Paris. Faculty at School of Visual Arts in New York City, Wharton School (U. Penn), Columbia, NYU Stern, the Fashion Institute of Technology, the ESCP-EAP executive MBA program in Europe.



ERICA DHAWAN

Co-author of best-selling *Get Big Things Done: The Power of Connectional Intelligence*. Ranked Thinkers 50.

FOR PROVEN BENEFITS

Enhanced creativity



Complex problem-solving skills



More effective solutions



Ability to address the needs of all stakeholders



Manage Priorities

Make **Complex Project Management Simple**

Audience: Project managers, anyone working in project mode

Time taken: Approx. 7 hours

- For those managing their first project, or even those about to start managing a new one, it is important to learn the fundamentals of project management
- This course shows participants the keys to successful project management
- Participants will be able to launch, manage and complete a complex, ambitious project that involves a lot of people
- This practical course gives them all the essential tools they need, and explains how to deal with the human factor in project management

Takeaways: Controlling every stage of a project, Monitoring a project and making the best possible decisions, Mobilizing the human and material resources required for the project to be a success.

LEARNING PATH



Manage Priorities

Make **Complex Project Management Simple**

TRUST OUR **EXPERTS**



GILLES VALLET

Author and project management consultant for over 20 years. Now Professor of Project Engineering at Oxford Academics.



TERRI WAGNER

PMP and certified Scrum Master. Leads multi-million-dollar project portfolios for her clients. Has been awarded honors for being a creative thinker with the ability to successfully apply technology for the advancement of internal and external operational efficiencies and quality.



RAHAF ARFOUSH

Strategist, digital anthropologist and best-selling author of The Decoded Company. Expert in Big Data and digital organizational culture. Professor at Sciences Po Paris and Duke University. Young global shaper for the World Economic Forum. Recognized by the Women's Forum for the Economy and Society as a Rising Talent.

FOR PROVEN **BENEFITS**

Controlling every stage of a project



Monitoring a project and making the best possible decisions



Mobilizing the human and material resources required for the project to be a success

Make Remote Working Work for You

Audience: Anyone who works remotely

Time taken: Approx. 5 hours

- Teleworking, working from home, office sharing, the third place, hot-desking, dispersed teams... remote working is an increasingly widespread phenomenon in today's organizations
- Most freelancers and startups do so spontaneously, and several million employees do at least some of their work remotely. But remote working raises major challenges and requires considerable proficiency with digital tools
- This course gives you the keys to successful remote working

Takeaways: The characteristics of remote working; risks and rewards, How to adapt to remote working, How to remain motivated despite geographical distance, How to communicate effectively, How to communicate in intercultural contexts, How to develop and maintain informal connections with colleagues.

LEARNING PATH



Manage Priorities

Make Remote Working Work for You

TRUST OUR EXPERTS



ANDREW KINDER

Chartered Counselling & Occupational Psychologist. Expert in remote working and well-being. Associate Fellow of the British Psychological Society.



**ANNE-LAURE
FAYARD**

Associate Professor of Management at NYU Polytechnic School of Engineering. Affiliate faculty at NYU Stern. Expert in communication and collaboration.



LISETTE SUTHERLAND

Recognized international thought leader and speaker. Author of *Stories of Remote Teams Doing Great Things*. Founder and Director of Collaboration Superpowers.



NIGEL EWINGTON

Intercultural and diversity expert. Founding partner of TCO International Diversity Management.

FOR PROVEN BENEFITS

The characteristics of remote working: risks and rewards



How to adapt to remote working



How to remain motivated despite geographical distance



How to communicate effectively



How to communicate in intercultural contexts



How to develop and maintain informal connections with colleagues

Shift to Management 3.0

Audience: Managers and high-potential employees

Time taken: Approx. 7 hours

- Many organizations have adopted management methods that fail to get the best out of their people. Everyone, not just managers, should be responsible for management. Management is too important to leave to managers!
- Management 3.0 means engaging people, improving the whole system and increasing value for all clients
- With Management 3.0, we have bundled together high-impact ideas to boost the role of management in an agile organization

Takeaways: An empowered daily management, Better engaged team Members.



JURGEN APPELO

Author of best-selling *Management 3.0* and Top 50 Leadership Expert. Writer, speaker and thought-leader, blogger for Forbes.com, *Harvard Business Review*, Entrepreneur.com and *The Huffington Post*. on the creative economy, agile management and personal development.

LEARNING PATH



FOR PROVEN BENEFITS

An empowered daily management



Better engaged team members

Look Forward to Partnering With You



"To experience is to learn.
Everything else is just information."

CORPORATE HEADQUARTERS
Singapore

SALES & CUSTOMER SUPPORT

India

New Delhi
Mumbai
Bangalore

Malaysia

Kuala Lumpur

USA

Houston