

Growth through Learning




Training Edge serves to build and strengthen your organization through the development of professional skills and to stimulate a culture of employee growth through blended learning strategies, assessments, and coaching.

Working with Training Edge

- Our specialty is to build high performance teams, strong leaders, and star performers.
- We are small enough to provide personalized attention, and large enough to meet your needs through our bench strength of high level certified professionals. Training Edge, LLC is a consortium of over 200 trainers that collectively bring their skills, passion, and expertise to deliver stellar learning impact.
- People love what we do. We have a very impressive list of clients who have been consistently choosing us over our competition year after year. Established in 1995, 80% of our business comes from long-term repeat customer relationships. On average we score over 96% on all of our customer evaluations.
- We are experienced and bring a wealth of best practices from a variety of industries: Healthcare, Pharmaceutical Energy, Communication, Financial, Transportation, Retail, Services, Manufacturing, and Consumer Products.
- We are current and stay abreast of latest trends and market needs.
- We are experts and maintain our certification in tools like DiSC, MBTI, EQ, Diversity Audits, 360 tools, SDI, and TKI.
- We are strategic in nature and realize that our clients deserve high quality and high value. We have proven case studies and testimonials that provide you the security of knowing that you will receive the greatest return on investment (ROI) for your training dollars spent.

Our Capabilities

Assessment and Benchmark Toolbox 


- Top industry tools
- Superior validation in multi-languages and countries
- Proven processes
- Job Benchmarking Process

Professional Coaching 

- New leaders
- High potential employees
- Team dynamics
- Executive focus

Quality Instructional Design 

- Founded in adult best learning practices
- Higher education in performance technology and instructional design
- Award winning program development

Blended Learning Solutions 

- Instructor-led training
- Virtual workshops
- Online programs
- Customized education
- Reinforcement Programs

Do It Yourself "Business in a Box" Programs 

- eUniversity library
- Train the trainer programs
- Training Edge Signature Program for HR and T&D Professionals to heighten their organizational value

Meeting Facilitation 

- Strategic Planning
- High Quality Meeting Facilitators
- Event Planning
- Facilitators Available to Deliver Your Content

www.trainingedge.com

Corporate Headquarters: 6 Brentfort Court, Collegeville, PA 19426 610.454.1557

WORKSHOPS AND PROGRAMS



BUSINESS COMMUNICATION

- Communicating with Impact
- Dealing with Difficult People
- Generous Listening
- Influencing Skills
- Managing Effective Meetings
- Problem Solving and Decision Making
- Turning Conflict into Collaborative Solutions

HUMAN RESOURCES MISSION CRITICAL PROGRAMS

- Celebration of Diversity
- Cross Cultural Communication
- Gender Communications
- Generations in Workplace
- Unconscious Bias
- Respect in the Workplace
- Sexual Harassment Prevention

MANAGEMENT / LEADERSHIP

- Behavior Based Interview Skills
- Building High Performance Teams
- Coaching for High Performance
- Emerging Leaders
- Concepts of Performance Management
- Hiring and Coaching Excellent Employees
- Leadership Skills for Success
- Leading through Change
- Leading a Diverse Team
- Managing Remote and Virtual Teams
- Motivating Employees
- Professional Speaking
- RA2- Defining Responsibility, Accountability & Authority
- Strategic Planning / Project Management

TEAMBUILDING

- Five Behaviors of a Cohesive Team
- Team Excellence
- Being A Great Team Member
- Experiential Teambuilding

PERSONAL GROWTH

- Accountability and Empowerment
- Balancing Work and Life
- Change Happens
- Creating a Professional Presence
- Critical and Strategic Thinking Skills
- Emotional Intelligence
- Goal Setting Skills
- Innovation for Breakthrough Results
- Managing Client Relations
- Stress Management
- Time Management for the Professional

PRESENTATION SKILLS

- High Impact Presentation Skills
- Skills for Technical Presenters
- Business Presence and Image
- Sales Presentation Skills
- Executive Presentations

SALES

- Behavioral Selling and Consulting Skills
- C-Speak: Understanding Language of the C-Suite
- Coaching the Coach- Success on the Road
- EQ for the Sales Professional
- Handling Objections and Successful Closing
- Influencing Skills
- Using *LinkedIn*® for Increased Sales & Prospecting
- Negotiation Skills
- Networking for Life
- Proposal Writing/Executive Summary Writing
- Selling 101
- Territory Management / Account Planning
- Time Management for the Sales Professional

SAMPLE ASSESSMENTS, CERTIFICATIONS & PROGRAMS

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|------------------|-------------|-----------------|
| • DISC | • DDI / | • Innovations & |
| • Myers Briggs | Situational | Creativity |
| • Emergenetics | Leadership | Profile |
| • Job | • Strength | • TKI Conflict |
| Benchmarking | Finders | • EQ- Emotional |
| • Five Behaviors | • Strength | Intelligence |
| of a Cohesive | Deployment | • CQ – Cultural |
| Team | Inventory | Intelligence |

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