

Catalog
2017



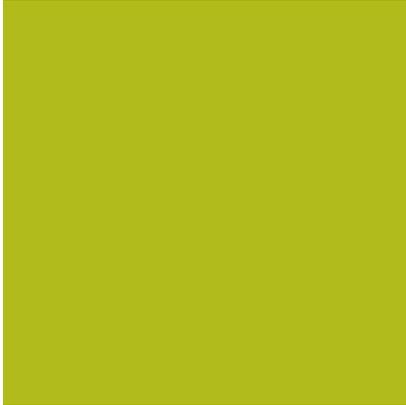
leadership development
executive coaching
strategic alignment
skill reinforcement
training workshops
course customization
consulting services
online solutions

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A B O U T U S

Xponents, Inc. is an organizational performance and talent development consultancy that designs, develops, and delivers cutting-edge team member transformation programs. Xponents' experienced resources also provide coaching services for individuals and teams. Our focus is on elevating individuals, teams, and organizations above self-imposed limitations to recognize their limitless potential through honoring and unleashing the unique values, vision, purpose, and talents inherent in all.

Company Principal:

Deb Siverson founded Xponents in 2003 to help organizations bring out the best in their people. She believes this is accomplished, in part, by having more authentic conversations in the workplace. Deb is the creator of the coaching series, *Executing Coaching Excellence*, designed to improve performance by helping managers have a positive impact on team members through enhanced communication and coaching skills. Deb is a certified coach, author, master speaker, and facilitator.

Past Performance:

Xponents has worked with a variety of clients in large and small firms. Xponents has designed and delivered unique customized workshops that enhance individual and team effectiveness. Xponents has also developed training programs that target effectiveness gaps, allowing participants to hone their knowledge and skills to improve proficiency. Xponents employs a variety of adult learning techniques to engage participants. The interaction and connection with each individual is the key to improved understanding of the concepts and materials presented.

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Products and Services:

- **Leadership Coaching** for individuals and groups
 - ⇒ Creates self-awareness that leads to insight, action, and transformation.
 - ⇒ Recipients identify, strategize, develop, and execute an action plan on the individual and/or team's greatest business priority.
 - ⇒ Recipients recognize team skills and toxins; the importance of balancing vision, strategy, and tactics; the power of leveraging diverse strengths and experiences inherent in teams.
- **Leader Coach Workshops** for leaders and managers. Managers learn and practice:
 - ⇒ Coaching skills and protocols.
 - ⇒ Effectively delivering specific, behaviorally based feedback.
 - ⇒ Identifying high-impact areas of focus.
 - ⇒ Collaborating with team members on development plans.
 - ⇒ Establishing personal accountability for results.
- **Leadership & Team Development** for teams, leaders and managers. Participants:
 - ⇒ Gain awareness of their natural talents, competencies, strengths, and opportunities.
 - ⇒ Define areas to work on to develop and improve effectiveness.
 - ⇒ Develop a team focus to improve the climate within the work environment.
 - ⇒ Build stronger relationships with team members and customers.
- **Customized Learning & Performance Programs**
- **Assessments**
 - ⇒ Emotional Intelligence
 - ⇒ Myers-Briggs
 - ⇒ Team Diagnostic International
 - ⇒ DiSC

**Unleash Your
POWER**

O U R P R E S I D E N T

Xponents President Debra Siverson is passionate about her firm's mission – helping organizations develop high-performing teams that make a positive impact on the bottom line. She and her team of experienced resources are uniquely qualified to help your firm move success to a whole new level.

Deb founded Xponents to facilitate improved business results by utilizing a research based success model for high-performing, sustainable teams. Deb is also the creator of the coaching series, Executing Coaching Excellence, designed to enhance team leaders' coaching effectiveness. Xponents' customized services range from Executive Coaching, Team Alignment, Team Coaching, and Team Conflict, to consulting and hands-on implementation.

Deb's nearly 20-year career inside Corporate 500 organizations included progressively senior roles in both line and staff positions. Her areas of responsibility ranged from President with sales and business performance accountability, to Senior Vice President, where she led the team responsible for sales leadership training, sales measurement and reporting, and sales development for a multi-state region.

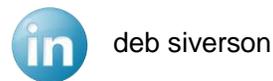
Deb is also an experienced executive coach. She is certified by the Coaches Training Institute (CTI), and is a PCC through the International Coach's Federation (ICF). Many of her coaching clients boast top positions in the nation's largest and most successful organizations. Deb also completed specialized training in Relationship and Organizational Systems Coaching through the Center for Right Relationships and is certified in the Myers-Briggs Type Indicator (MBTI) and Emotional Intelligence individual and 360° assessments. She utilizes Team Diagnostics International's cutting edge team diagnostic tools as a way to assess and enhance team performance. Deb's refreshing approach supports and encourages clients to reach for their goals and achieve more than they initially thought was possible.

Over the course of her career, Deb has worked with a variety of clients in large and small firms, as well as government agencies such as the United States Forest Service, Bureau of Reclamation, Bureau of Indian Affairs, Department of Labor, and Department of Energy. She has designed and delivered unique customized workshops that enhance individual and team effectiveness. She has also developed training programs that target effectiveness gaps, allowing participants to hone their knowledge and skills to improve proficiency. Deb employs a variety of adult learning techniques to engage participants. The interaction and connection with each individual is the key to improved understanding of the concepts and materials presented.

Deb believes that the most effective, result-oriented solutions are grounded in the traditions and realities of the organization or system, and builds on those with fresh designs that engage and motivate people for performance and success.

Xponents is a GSA Schedule contract holder and a certified WOSB and WBE, Woman Business Enterprise.

Deb is the author of "The Cycle of Transformation: Igniting Organizational Change Through the Leader Coach."



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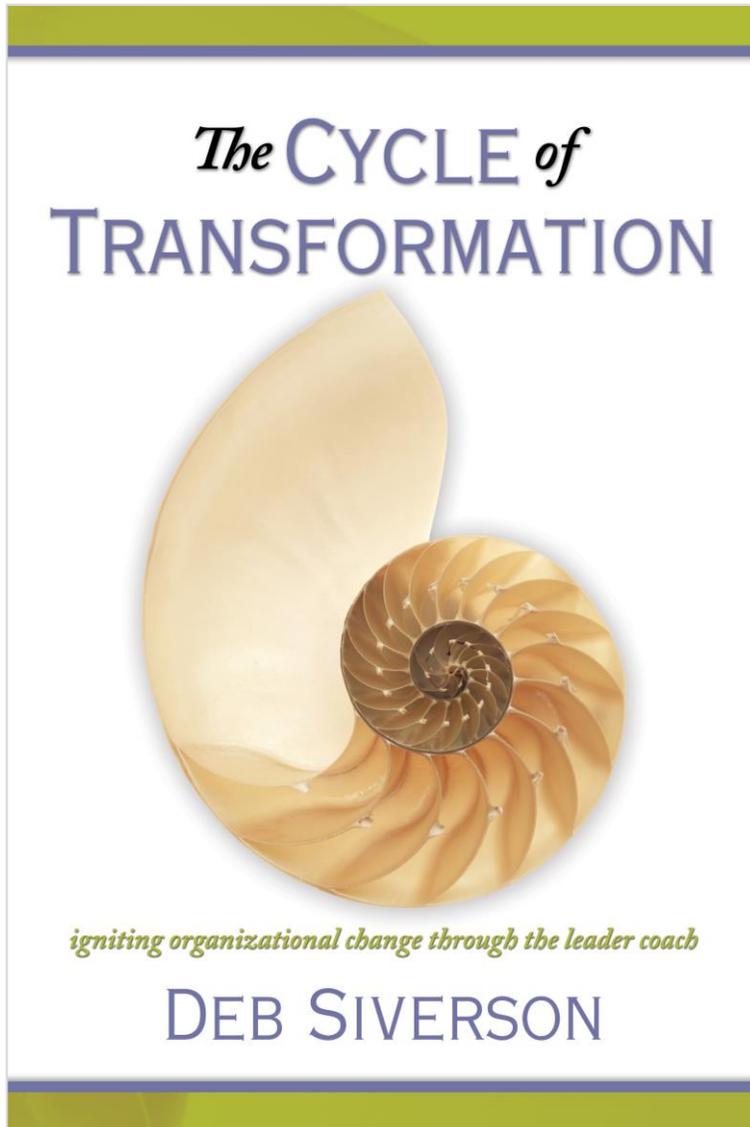
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With all the ups and downs of the economy and the various dramas in the business world in recent years, good leadership is more crucial than ever before.

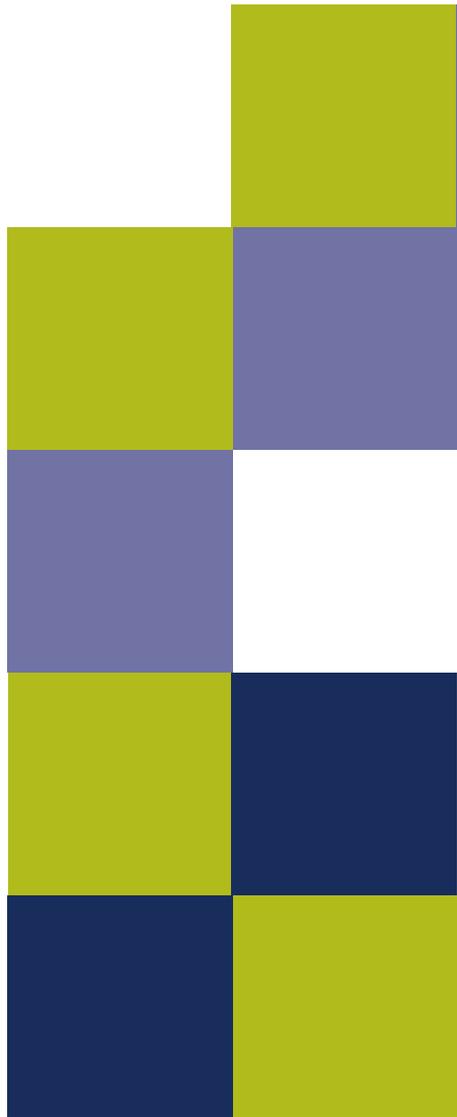
But the old methods don't seem to produce the desired results any longer.

Author Deb Siverson knows this from firsthand experience. She worked for twenty years under the old productivity-based coaching model before she was introduced to a more relational approach. But rather than exchange one for the other, she realized that both models had something to offer. So she blended their effective aspects and created her own coaching model: The Cycle of Transformation.

Now, leaders can learn how to become "leader coaches" who empower their employees to fully engage with the company, resulting in a mutually beneficial connection that improves job satisfaction—which leads to increased productivity and profits. Approaching their role relationally, leader coaches play an important role in transforming their employees' lives at work. And this is no small accomplishment.

Often enlightening and always practical, *The Cycle of Transformation* informs readers how to develop trust, why it's important to spark insight before pushing for action, and so much more.

Don't you think it's time you refresh your leadership approach?



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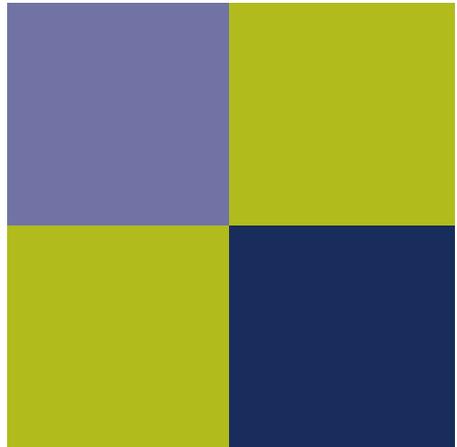
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Product Overview: Executive Coaching

Overview

A coaching engagement that includes a comprehensive written introductory interview, Emotional Intelligence^{2.0} self-assessment, evaluation, goal setting, action planning, observations with feedback, and coaching support.

Xponents' methodology emphasizes shared goals and clear success measures. The intent is not to create dependency, but to transfer the investment of time and money to the bottom line of the organization and toward the ultimate purpose and potentiality of the leader.

Xponents' coaches are all certified by the International Coaching Federation. These hour-long coaching sessions typically take place over the phone, a minimum of twice monthly during the 6-month engagement.

Who will benefit:

- Leaders in transition:
 - New role/expanded responsibilities.
 - Changing culture/environment.
- Leaders in need of developing fresh approaches/new skills.
- Leaders who need to take their team to the next level.

Through this offering, participants will:

- Gain self-awareness that leads to insight, action, and transformation.
- Improve their effectiveness by identifying and removing obstacles that prevent them from achieving their goals.

Details

A six-month coaching engagement that equates to approximately 20 hours of interviews, assessments, evaluation, goal setting, action planning, observation, and coaching support. Our methodology emphasizes shared goals and clear success measures. Our intent is not to create dependency, but to transfer the investment of time and money to the bottom line of the organization and toward the ultimate purpose and potentiality of the leader we coach.

Product Overview: Hourly Executive Coaching

Overview

As the marketplace has become increasingly competitive and fast-moving, organizations recognize they must work with speed and precision to enable key people to achieve critical business objectives. The focus of coaching has become: how to take good people and make them the best they can be, positioning them to work more effectively and cohesively in their environments, and making the most of their capabilities. In some organizations the cry has become, how do we get better, faster?

At Xponents, our coaching services focus on the development of leaders. You might say we are Leadership Coaches. Our emphasis is on working with the leader's behaviors, style, vision, values, and purpose. We support leaders in identifying areas of focus to improve their own effectiveness, and the effectiveness of the organization they serve. We also coach to instill a capability in the leader to move organizational effectiveness by helping the leader become a better coach.

Who will benefit:

- Leaders in transition:
 - New role/expanded responsibilities.
 - Changing culture/environment.
- Leaders in need of developing fresh approaches/new skills.
- Leaders who need to take their team to the next level.

Through this offering, participants will:

- Gain self-awareness that leads to insight, action, and transformation.
- Improve their effectiveness by identifying and removing obstacles that prevent them from achieving their goals.

Details

Coaching that supports the Executive or mid-level manager in identifying areas of opportunity, goal setting, and action planning. Xponents' methodology emphasizes supporting the coaching client with identification and attainment of goals. Xponents' coaches are all certified by the International Coaching Federation. These hour-long coaching sessions typically take place over the phone.

Product Overview: Coaching the Coach

Overview

Coaching the Coach is a coaching service that supports Leader Coaches to enhance their coaching ability. Organizations are often limited with resources who can provide coaching expertise and mentorship to developing Leader Coaches. Xponents Master Coaches observe and provide behaviorally-based feedback. The coaching relationship focuses on developing self-awareness of coaching priorities and creating collaborative action plans to accelerate coaching outcomes. Typical observations include coaching interactions, team meetings, and presentations.

Optimum coaching alliances span a minimum of three months with an average of one observation and two hour-long coaching sessions each month over the phone.

Who will benefit:

- Leaders in need of developing fresh approaches/new skills.
- Leaders who need to take their team to the next level.
- Leaders who have recently completed Context of Coaching.

Through this offering, participants will:

- Gain self-awareness that leads to insight, action, and transformation.
- Be able to integrate fundamental coaching skills into real world situations.

Details

A coaching engagement that encompasses observation and coaching support. Our methodology emphasizes examining specific situations to identify leadership behaviors and patterns that are impacting Leader Coach effectiveness. From this level of awareness, leaders can make new choices and act in ways that create intentional outcomes.

Product Overview: Skill Reinforcement Pods

Overview

Skill Reinforcement Pods are virtual group coaching sessions that reinforce skills and behaviors, deepen learning, and hold group members accountable for practicing new and desired protocols. Common uses for this service involve sustaining the learning around a recent business initiative such as teaching supervisors and managers how to coach effectively. The sessions combine on the job assignments, skill refresher pod casts, and social interaction in a virtual community of practice. Certified Systems Coaches use group coaching to tie all the elements together.

At Xponents, our approach to transferring learning encompasses a combination of on the job assignments, skill refresher pod casts, followed up with social interaction in a virtual community of practice and group coaching using experienced certified Leader Coach/facilitators.

Who will benefit:

- Any participant who recently completed the Context of Coaching workshop and would benefit from additional reinforcement and support.
- Participants who completed the workshop and would benefit from a refresher.
- Participants who have managers that are lacking in experience or the time to provide coaching and reinforcement.

Through this offering, participants will:

- Understand the impact of coaching skills and processes on real life interactions through the collective experience and sharing of the group.
- Discover how to transfer the workshop concepts into specific work situations that are typical and/or challenging.
- Learn tips and best practice ideas from the field.
- Observe Demo Coaching Models conducted by Master Coaches.

Details

Hour-long coaching sessions that take place over the phone, utilizing a virtual meeting place on an interactive blog, twice monthly during the 3-month engagement (6 sessions and a kick-off meeting). Typical pod sizes are 12-15 participants per group.

Consulting services to create job assignments that are relevant to business objectives, video and audio recorded models, and handouts are not included in the coaching package. These services are found under Consulting, Content Development, and Delivery.

Product Overview: Leadership Coaching Circles

Overview

Leadership Coaching Circles are a virtually-facilitated group process that focuses on what is needed most to enhance leader-effectiveness and move an intact work team to the next level of performance. Certified Systems Coaches ask compelling questions intended to move the group to a new level of thinking, and challenge the group to uncover innovative and creative solutions to support new levels of performance. These facilitated group briefings and discussions enable collaborative and focused decision making. The ultimate objective is to develop a community of practice that is able to become independent and self-directed.

Who will benefit:

- Teams looking for opportunities to strengthen their relationships and increase their productivity and positivity.
- Leaders and Managers that want an innovative and organic learning process.
- Business professionals in leadership positions interested in developing their coaching and leadership skills.
- Managers who have just learned a new skill set, and would benefit from support as they integrate and reinforce the learning.

Through this offering, participants will:

- Identify, strategize, develop, and execute an action plan on the team's greatest business priority.
- Recognize team skills and toxins; the importance of balancing vision, strategy, and tactics; the power of leveraging diverse strengths and experiences inherent in teams.

Details

Hour-long coaching sessions that take place over the phone, utilizing a virtual meeting place on an interactive blog, twice monthly during three-month engagements (six sessions and a kick-off meeting). Typical Leadership Coaching Circle sizes are six-eight participants per group.

Product Overview: Systems Coaching

Overview

From time to time, working relationships become strained or grow stagnant. Systems Coaches work with individuals that have a reporting, partner, or peer working relationship that has become strained, is in crisis, or is at risk of having a negative impact on the individuals or the organization. Certified Systems Coaches support defining, refining, and resolving disputes, disagreements, and divergent views. Working with a trained Systems Coach will provide the skills needed to enhance productivity and work satisfaction.

During this customized coaching engagement, recipients learn and practice the art of creating agreements, gain awareness of old ways of operation that are ineffective, and utilize partnering skills that strengthen the working relationship. Shared goals and desired outcomes will be agreed upon at the onset of the engagement with the appropriate manager or executive sponsor.

You'll know that Systems Coaching is right for certain members of your organization if you've ever wondered about the cost of dysfunctional relationships in the workplace.

Who will benefit:

- Working relationships that have become dysfunctional.
- New working relationships where the stakes are high.
- Unproductive working relationships that lack creativity and collaboration.

Through this offering, participants will:

- Walk away with practical skills and tools partnerships can use to:
 - Discuss differing points of view.
 - Align around a common purpose.
 - Tell a difficult truth.
 - Mend relationships.

Details

A tailored coaching engagement that includes individual coaching, joint coaching, and managerial check-ins. Xponents will determine the number of individual and joint coaching sessions based on the specific needs of the relationship in question.

Product Overview: Context of Coaching

Program Length: 2 days
Maximum Participants: 21

Overview

Context of Coaching is the first of three workshops in the dynamic series, *The Cycle of Transformation*.

This beginning-level coaching workshop will teach participants fundamental coaching skills, performance coaching models, and how to deliver specific feedback. Ideal for leaders and managers who want a practical approach to learning how to coach; business professionals in leadership positions interested in developing their coaching and communication skills; and teams looking for opportunities to strengthen their relationships and increase their productivity.

Through this course, participants will:

- Understand and demonstrate coaching fundamentals.
- Learn how to develop trusting relationships at work.
- Deliver specific behavioral feedback in a way that minimizes resistance.
- Conduct effective performance coaching sessions.

Fundamental Coaching Skills:

- Developing Authentic Trust
 - Building Confidence
 - Being Transparent
 - Assuming Greatness
 - Holding Accountable
- Sparking Insight
 - Asking Compelling Questions
 - Intentional Listening
- Moving Into Action
 - Collaborative Action Planning
 - Focus on Specific Behaviors

Agenda Day 1

- Understand key coaching concepts and a model for transforming performance
- Define and practice fundamental coaching skills

Agenda Day 2

- Review and practice S.A.G.E Feedback model
- C.A.R.E.E.R. Coaching
- Executing Performance Objectives
 - G.O.A.L.S. & R.E.V.I.E.W. Meetings
- Coaching Behavioral Excellence
 - S.K.I.L.L. Meeting

Product Overview: Connecting through Coaching

Program Length: 2 days
Maximum Participants: 7

Overview

Connecting through Coaching is the second of three workshops in the dynamic series, *The Cycle of Transformation*.

This intermediate-level coaching workshop will teach participants how to build on fundamental coaching skills, identify coaching priorities, coach the coach, and deliver tough feedback in a manner that can be received and acted on by the recipient. Team members will participate with their intact workgroup using peer coaching and real recorded coaching situations in a safe environment to expand their coaching skills beyond the basics. Ideal for managers who are ready to take their coaching to the next level.

Through this course, participants will:

- Learn how to:
 - Build on the fundamental coaching skills.
 - Identify the coaching priority for yourself and others.
 - Coach the coach, or peer coaching.
 - Deliver tough feedback without making it personal.
- Demonstrate fundamental coaching skills.
- Deliver focused and specific, behaviorally-based feedback.
- Deepen relationships with peers through peer coaching.

Agenda Day 1

- Understand intermediate level coaching concepts
- Define and practice Coaching the Coach Model
- Begin experiential coaching lab

Agenda Day 2

- Continue and conclude experiential coaching lab

Product Overview: Collaborative Coaching

Program Length: 2 days
Maximum Participants: 6

Overview

Collaborative Coaching is the final workshop in the three-part series, *The Cycle of Transformation*.

This advanced-level coaching workshop equips leaders to execute the advanced art of systems coaching. Master Coaches utilize behavior modeling, carefully constructed coaching exercises, skill drills, and the concept of communities of practice to facilitate learning. Ideal for Leader Coaches who are fully proficient in one-on-one coaching interactions, and are ready to take their skill to an advanced level; organizations or teams who are looking for ways to increase the frequency of coaching of geographically dispersed team members through the use of group coaching and social network sites; and internal coaches looking for ways to extend their reach and increase their impact.

Through this course, participants will:

- Understand the nuances of systems coaching.
- Read the system and identify global needs.
- Effectively conduct group coaching sessions.
- Learn:
 - Principles of systems coaching.
 - How to distinguish between individual and systems coaching.
 - How to conduct a virtual group coaching session.

Agenda Day 1

- Understand Advance coaching concepts
- Living Systems and organizations
- Basic principles of group coaching
- Collaborative coaching skills
- Designing virtual group agreements

Agenda Day 2

- Systems coaching methods
 - Surrogate method
 - Leadership Coaching Circles
- Using Technology
- Virtual Communities of Practice



Product Overview: Coaching Values, Vision, Purpose and Mission at Work

Program Length: 1 day
Maximum Participants: 24

Overview

This workshop aligns the desired outcome of the organization with what creates energy, passion, and satisfaction for the individual. Leader Coaches gain clarity around personal values, vision, purpose, and mission, and the impact it has on individuals in the workplace. Live models and practice sessions give participant coaches the opportunity to experience values-based coaching.

Through this course, participants will:

- Gain personal awareness of values, vision, and purpose: The Power of Y
- Understand the link between employee engagement and the Power of Y
- Identify opportunities to use values-based coaching at work

Agenda

- Employee Engagement matters!
- What are my values?
- Finding Vision
- Being on Purpose
- Aligning values, vision, and purpose
- Transforming performance

Product Overview: Emotional Intelligence at Work

Program Length: half-day
Maximum Participants: 24

Overview

Emotional Intelligence at Work takes participants beyond skills and techniques and to the very heart of what is getting in the way of the next performance breakthrough. Developing potential starts with participants understanding which emotional competencies support success and which ones are holding them back. Participants will complete the Emotional Intelligence ^{2.0} Self-Assessment prior to attending this highly interactive workshop. During the workshop participants will identify their top emotional competencies and their areas of opportunity.

Optional Emotional Intelligence 360 for Managers/Supervisors: Each participant will walk away with 360 feedback results and a clear area of focus and tactical ideas to develop a personal action plan to increase effectiveness. This option includes a one-on-one, hour-long consult.

Through this course, participants will:

- Understand emotional intelligence and the impact it has on self and other
- Define an area to develop and improve participant's emotional effectiveness
- Develop a team focus to improve the climate within the work environment
- Build stronger relationships with team members and customers

Agenda

- Define Emotional Intelligence
- Identify top-three Emotional Intelligence competencies for each participant
- Identify bottom-three Emotional Intelligence competencies for each participant
- Convey the impact of Emotional Intelligence competencies on the team
- Assist participants in developing a strategy to enhance strengths and mitigate challenges related to Emotional Intelligence competencies

Product Overview: MBTI at Work



Program Length: 1 day
Maximum Participants: 24

Overview

The MBTI Step II Instrument is the result of many years of research and observation that began with Isabel Myers' development of the MBTI personality inventory in the 1940s. The basic versions of the instrument yield type descriptions distinguishing the sixteen types from one another but offer relatively few clues as to how people of the same type may differ. In adding items that were not scored for four letter type Myers' intent was to enable exploration and identification of individuality within each of the sixteen types. MBTI at Work will provide background information on the assessment tool, support participants in interpreting and validating personal results, and expanding their thinking on the value of different ways of perceiving information and making decisions at work.

Through this course, participants will:

- Understand and appreciate the 20 facets of the 16 personality types
- Apply the Step II tool as a framework for positively describing and understanding personality
- Value the differences that each type brings to tasks and teams

Agenda

- Define the MBTI Step I Preferences
- Understand the 16 Personality Types
- Verification of Participants "Best-Fit" Type
- Team Type Table
- Apply type information to our teamwork
- Individual and team action plan



Product Overview: Transforming Conflict into Creativity

Program Length: 1 day
Maximum Participants: 24

Overview

Often conflict is viewed negatively, a red flag indicating that moving forward and getting agreement will be a long and tortuous process. In reality, conflict is a natural occurrence that can precede growth and positive change in a system. In this highly experiential program, participants will learn how to address conflict in a non-threatening and non-defensive manner. Participants will find the value in conflict and use it to improve working relationships and create a deeper understanding and valuing of differences. Finally, they will prepare for conflict in advance, before they get hooked emotionally.

Through this course, participants will:

- Understand the four most damaging stances when conflict arises and how to avoid them.
- Learn how conflict can reveal important values (on both sides), aid in creating alignment around a common goal, or indicate that it's time to step out of usual roles.
- Discover how to become curious in the face of conflict, instead of defensive, aggressive, or shut-down.
- See the impact of edge behaviors on dealing with conflict.
- Practice group creativity in an exciting experiential exercise.

Morning Session

- What is Conflict and why is it a good thing?
- Common Triggers
- Dynamic conflict model
- Constructive behaviors
- Destructive behaviors
- Case Study

Afternoon Session

- Group creativity exercise

Product Overview: Leadership Basics



Program Length: 1 day
Maximum Participants: 15

Overview

Organizations today recognize how vital it is to develop leadership skills as a means to create a culture that is highly proactive, with strong proponents of personal responsibility, ownership, and accountability at all levels within the organization. But what is leadership? Are leaders born or made? Is it a position, or a way of interacting with the world? The answers to these questions and many more will be answered in this highly interactive workshop. Discover basic leadership concepts, key leadership attributes, and your own primary leadership style. Each participant will leave with an action plan to take their personal leadership to a whole new level. Our *Leadership Basics* workshop has a proven track record for increasing leadership efficacy by 26%. We do this by teaching leadership competencies, styles, core values, and a process for critical thinking in complex leadership situations.

Through this course, participants will:

- Learn the history and prevailing theory on leadership development.
- Distinguish between Leadership competencies and style.
- Evaluate primary leadership style and common pitfalls.
- Identify core values and the impact they have on leadership.
- Develop a critical thinking process for leadership decision making.
- Design a personal action plan to enhance personal effectiveness.

Agenda

- What is Leadership?
- Define Leadership Competencies relevant to current role.
- Employee engagement and workplace values
- Leadership Style Assessment
- Understanding strengths and potential pitfalls
- Integration: Case Studies
- Personal Action Planning



Product Overview: Leadership Lab

Program Length: 90-day Leadership Lab

- 5 Day Intensive Start
- 2 Months on a Hand-Picked Leadership Team Project
- 5 Day Intensive Finish

Maximum Participants: 24

Overview

Master your organization's leadership skills with our newest leadership experience from Xponents! This 90-day Leadership Lab intensive grows leaders by immersing them in a variety of activities that provide a hands-on approach to leadership. Leaders gain knowledge, self-awareness, and skill by transferring what they learn into a team leadership project. Then they hone newly learned leadership talents through an intensive Leadership Lab wrap-up. Our post assessment results consistently show a 50% increase in knowledge, self-awareness, and confidence over the duration of the program.

Through this course, participants will:

- Develop executive presence and find their voice through dynamic and experiential interactions with each other.
- Gain self-awareness of personal leadership effectiveness, and practice:
 - Communication
 - Feedback
 - Emotional Intelligence
 - Conflict
 - Creativity
 - Coalition Building
 - Political Savvy
 - Negotiation
 - Presentation skills
 - Influence & Team skills
- Transfer learning into a real leadership experience.
- Gain exposure to senior managers.

What participants are saying:

- *It was a challenging experience...but very rewarding.*
- *Thoroughly enjoyed this training, even though it was out of my comfort zone.*
- *Best training I've ever attended!*
- *The compilation of all the topics really built on each other – Strengths w/MBTI with conflict, leadership and political style – these are huge in how I can be more effective with the tools I already have.”*

Who would benefit:

- Emerging Leaders who will take the lead as a projected 3.6 million baby boomers retire during 2016 and offer management opportunities for 25% of the millennial workforce.
- Experienced Leader who want to sharpen their skills and learn new ways to have a greater impact.

Product Overview: Treasure Hunt

Program Length: 1 day
Maximum Participants: 25

Overview

A typical treasure hunt is all about the destination, not the journey. Corporate and team building treasure hunts, however, are just the opposite.

Treasure hunts are ideal corporate events: they are fun, dynamic and everyone gets involved to work together for a common goal.

At Xponents, we believe a person's greatest treasure is his or her own potential. Over the course of this experiential exercise, participants will not only discover the hidden power within themselves, but also find the talent, passion, and bond within their team.

Through this course, participants will:

- Turn teamwork into results
- Inspire innovation
- Creatively approach problems
- Unify their workgroup
- Learn creative thinking, listening skills, problem solving, team work, spontaneity and flexibility

Agenda

- Day-long treasure hunt and debrief

Product Overview: Creating Collaborative Partnerships

Program Length: 1 day
Maximum Participants: 24

Overview

Successful partnerships are dependent on relationships that are authentic and trustworthy. Through consistently honest and open dialogue, effective partners develop relationships that are based on mutual respect, optimism, personal responsibility, and the cultivation of commitments. In this highly interactive session, participants will learn about partnering skills and partnering toxins, how to develop partnering agreements, and a method of engaging in challenging conversations that is sure to improve partner communications.

Through this course, participants will:

- Understand the business case for building authentic trust
- See the importance of alignment on stake/common purpose
- Learn and practice Partnering Skills
- Define Partnership Toxins and their impact
- Explore the *Creating Collaborative Partnerships* model:
 - Design Partnership Agreements
 - Speak the Truth
 - Repair and Recover
 - Redesign Partnership Agreements
 - Collaborate on Creative Solutions

Morning Session

- Developing Authentic Trust
- Creating Collaborative Partnerships Model
- Partnering Skills and Toxins
- Design Partnership Agreements

Afternoon Session

- Speak the Truth
- Repair and Recover
- Redesign Partnership Agreements
- Collaborate on Creative Solutions

Product Overview: Creating Collaborative Partnerships: Virtual Edition

Overview

The *Creating Collaborative Partnerships* program is delivered with a virtual facilitator in six sessions. These hour-long sessions take place over the phone, utilizing a virtual meeting place, such as Live Meeting, at two-week intervals. The group utilizes a password protected blog site for group discussions between meetings. The typical *Creating Collaborative Partnerships* virtual group size is 16 participants.

Through this course, participants will:

- Understand the business case for building authentic trust
- See the importance of alignment on stake/common purpose
- Learn and practice Partnering Skills
- Define Partnership Toxins and their impact
- Explore the *Creating Collaborative Partnerships* model:

Session 1

- Define the business relevance for developing authentic trust
- Design group agreements
- Orient on Virtual Site
- Orient on Creating Collaborative Partnerships
- Cover logistics and first assignment

Session 2

- Overview partnering principles, concepts, and the Creating Collaborative Partnerships Model
- Learn and practice Partnering Skills
- Define Partnering Toxins; the behaviors that derail partnerships and teams.

Session 3

- Practice Partnering Skills
- Educate on Designing & Redesigning Partnering Agreements

Session 4

- Practice Partnering Skills and continued awareness of Partnering Toxins
- Educate/Review Speaking the Truth

Session 5

- Practice Partnering Skills and continued awareness of Partnering Poisons
- Educate/Review Repair & Recover

Session 6

- Practice Partnering Skills
- Educate/Review Collaborate on Creative Solutions

Product Overview: Executive Alignment and Strategic Planning Sessions

Executive Alignment Session

Overview

Consultation and facilitated team session which provides the vehicle to effectively communicate business priorities, identify the desired future state, openly discuss individual concerns, understand roles and team stake, and gain commitment to move together in a new direction. These facilitation and related decision support services, help agencies with collaboration efforts for work groups and teams. Each *Executive Alignment Session* includes consulting services to tailor the approach based on the client's unique needs. Team sessions are half -day engagements.

Strategic Planning Session

Overview

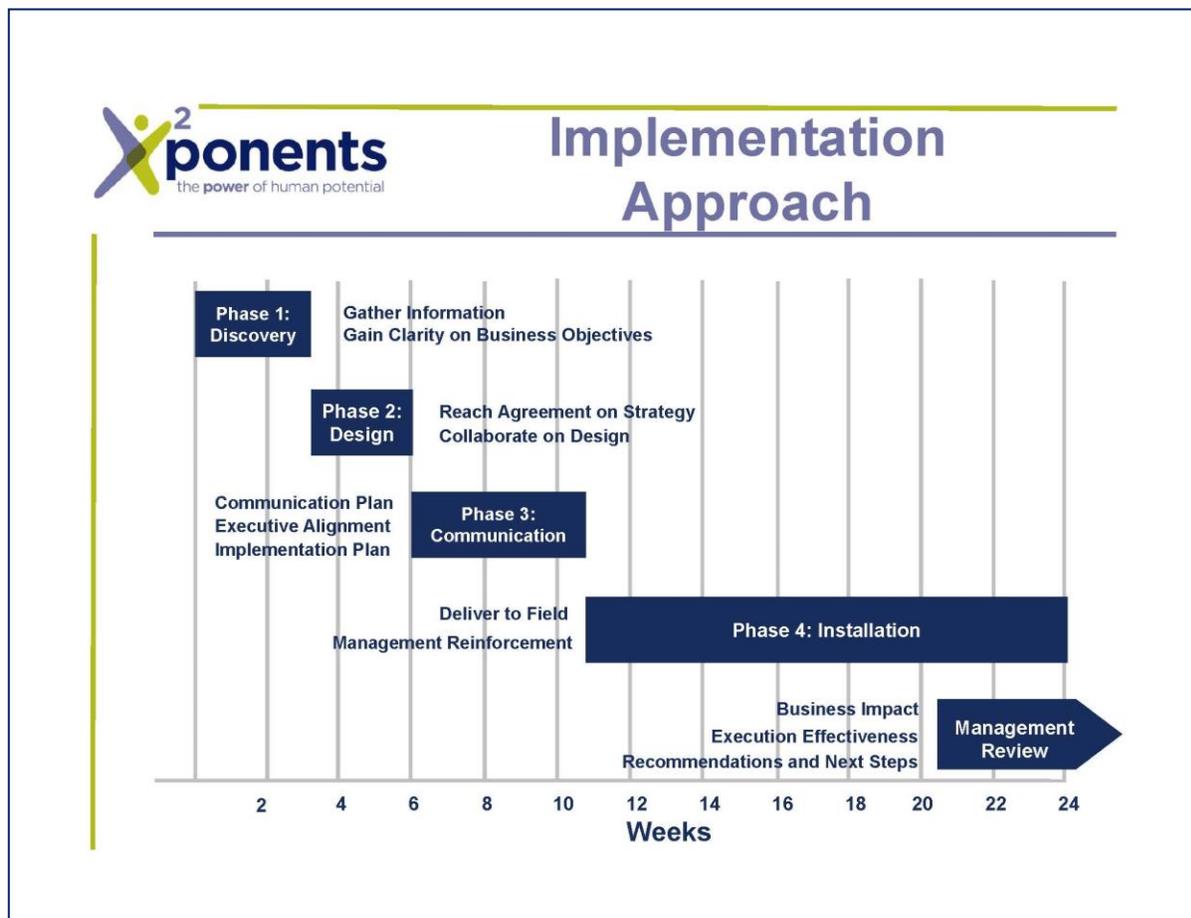
Consultation and facilitated meeting that supports teams in identifying strategies and tactics that will maximize business opportunities or overcome identified risks and challenges. *Strategic Planning Sessions* also support executives, managers, and sales leaders as they implement organizational initiatives into tactical applications. These facilitation and related decision support services help agencies with collaboration efforts for work groups and teams. Each *Strategic Planning Session* includes consulting services to tailor the approach based on the client's unique needs. Facilitated meetings are half -day engagements.

Product Overview: Customized Programs Consulting, Content Development and Delivery

Overview

Management or strategy consulting services support the discovery, design, and development of customized or tailored learning content and business training. Xponents' expertise in change management, group process, business acumen, leadership development, and individual or team/systems coaching skills provides clients with cutting edge learning programs. This ensures clients receive quality experiential learning that engages participants and supports sustained behavior and cultural change.

Master Consultants have more than ten years of experience designing, developing, and delivering training programs in organizations. Xponents delivery services also include train-the-trainers.



Product Overview: Emotional Intelligence Assessments

EQ-i 2.0 Self-Assessment with One-Hour Consult

Overview

Individual assessment which measures self-perception, self-expression, interpersonal skill, decision making, and stress management aspects of Emotional Intelligence. Using an assessment tool supports respondents in their professional and personal development by creating greater awareness of attitudes and behaviors that impact success in work and life. Xponents utilizes EQ-i 2.0® Self-Assessment, which asks people how they would perform in a given situation. Unlike ability-based measures where people perform tasks to show their skills, respondents rate their own Emotional Intelligence skill use. The self-assessment is completed online. Based on the assessment report, certified EQ-i 2.0® coaches ask compelling questions intended to move the individual to a new level of awareness, and challenges the individual to uncover innovative and creative solutions to support new levels of performance. Xponents provides the participants with an electronic assessment report and a one-hour telephonic coaching consult to support the identification of areas of focus with tactics that have the potential for dramatically impacting success at work and in life.

EQ-i 2.0 360-Assessment with 90-Minute Consult

Overview

360° assessment which measures self-perception, self-expression, interpersonal skill, decision making, and stress management aspects of Emotional Intelligence from the perspective of an individual and his or her colleagues. The 360° Assessment is ideal for leadership development work. Xponents utilizes the EQ-i 2.0® Self-Assessment, and 360° multi rater tool. The 360° goes beyond the individual responder and asks for input from key stake holders of the developing leader. The self-assessment and the 360° multi rater tool are completed online. Based on the assessment report, certified EQ-i 2.0® coaches ask compelling questions intended to move the individual to a new level of awareness, and challenges the individual to uncover innovative and creative solutions to support new levels of performance. Xponents provides participants with an electronic assessment report and a 90-minute telephonic coaching consult to support the identification of areas of focus with tactics that have the potential for dramatically impacting success at work and in life.

Stellar Team Diagnostic

Overview

Surveys and assessments abound in the organizational world today. They can be powerful tools that provide insight into organizations, teams and individuals. The Stellar Team Diagnostic is an on-line assessment for teams. The assessment is designed to provide a profile of the team that will be used as the basis for on-going work with the team. It is a bench-marking tool and a team development tool. When all team members have completed the assessment a report is created that presents the collected data. Individual responses are anonymous and confidential.

MBTI Self-Assessment with One-Hour Consult

Overview

The MBTI® tool is based on 50 years of research and is used to identify personality type. It can help you find your strengths, note possible blind spots, and improve your communications. We use the Myers-Briggs assessment tool as a stand-alone assessment, as part of a coaching package or as a tool when working with teams. Knowing your type and that of others in your life can help you understand and appreciate differences in relationships with friends, family and co-workers.

Human Patterns with One-Hour Consult

Overview

Great organizations succeed with effective leadership, healthy cultures and engaged employees. The Human Patterns Inventory enables data driven decision making. The design of the tool enables identification of preferences and interests, safeguards against over-generalizations, and creates opportunities for open, candid communication as people engage in personal and professional growth!

The 250 question assessment forces individuals to make 2000 decisions. Factors captured are grouped to cover: Keys to Personality, Basic Motivations, Preferred Work Roles, Likely Leadership Behaviors, Direction of Energy, Criteria for Management Choices, World Views, Sensitivities, Team Interaction, Interpersonal Relations, Defenses Used When Confronted, Preferred work environment, and others.

The Human Patterns Inventory is administered by psychometrically trained administrators who specialize in coaching, training, leadership development, and employee relations.

Product Overview: Implementation and Facilitation

Implementation Consulting, Development and Delivery

Overview

Management or strategy consulting services that support the discovery, design, and development of customized or tailored learning content and business training. Xponents' expertise in group process, business acumen, leadership development, and individual or team/systems coaching skills provides clients with cutting edge learning programs. This ensures clients receive quality business training that engages participants and supports sustained behavior and cultural change. Master Consultants have more than ten years of experience designing, developing, and delivering training programs in organizations. Xponents delivery services also include train-the-trainers.

Master Facilitation

Overview

Facilitation services are offered for the delivery of client material or content. Master facilitators provide clients with expertise in group process, business acumen, leadership development, and individual or team/systems coaching skills. Master facilitators have more than ten years of experience delivering workshops to individual contributors, supervisors, mid to senior managers, and executives.