

About the Instructors

Lori Gorrell, owner of Upward Solutions Coaching & Consulting, a proven trainer and certified coach for the International Coach Federation and a licensed trainer for the internationally acclaimed Academy of Coaching Excellence. Lori has a BSBA in Marketing and a Master of Science in Management.

Ty Haines, President, Manufacturer Solutions LLC, has a Master of Science in Engineering, and more than 30 years of experience in manufacturing and business leadership. He is a RAB Certified LEAD Auditor with 25 years of Quality Management Systems experience. He offers specialized training in areas of engineering and development, operations, quality and compliance.

David Levy, founder and President of Corporate Support Services & Solutions Group, LLC, has for the past 12 years assisted local companies to achieve higher levels of success by developing and facilitating programs supporting corporate functions such as strategic planning, hiring and training, procedure development, sales training and revenue growth.

Tim Lybarger, founder of Dream Door Enterprises, has more than 18 years experience in management in a variety of small businesses. He has a Masters of Organizational Development from Case Western Reserve University Weatherhead School of Management. He spent 20 years as a corporate leader, partnering with management to design and deliver specific solutions for complex performance issues. Tim offers customized business planning and professional development services throughout the United States.

Steve Peter, Human Resources Consultant, has more than 30 years of experience in Human Resources Development, working with a wide range of employers from large corporations to small entrepreneurial firms. His experience spans businesses in manufacturing, service, banking, retail, agri-business, and healthcare.

Geauga Growth Partnership
12373 Kinsman Road, Suite 106, Newbury, Ohio 44065
440-564-1060 | www.geaugagrowth.com

Contact: Marcia Owen, Administrative Manager
mowen@geaugagrowth.com

Geauga Growth Partnership's mission is to enhance the business climate, encourage job creation, strengthen economic prosperity and improve the quality of life for all Geauga County residents.



Professional Development

*workforce training through
Geauga Growth Partnership*

Winter/Spring 2017

geauga growth partnership, inc.

Leading Business Growth in Geauga County

Geauga Growth Partnership strives to bring relevant training and information to Geauga's workforce. We welcome your feedback and suggestions to determine programs most important to your business.

Class Location

These trainings are conveniently held at Newbury Business Park Conference Center, 12373 Kinsman Road, Newbury, Ohio 44065.

Registration & Fees

Minimum registration numbers, as determined by individual instructors, is required to hold these classes.

To register, contact Geauga Growth Partnership at info@geaugagrowth.com or 440-564-1060. Payment may be arranged by check, credit card, or GGP can invoice your company. See Course descriptions for fees.

Course Offerings

ISO 9001: 2015 Upgrade Certification: Making the Required Changes **Wednesday, February 15 | 7:30–9:30am**

A practical what to do, how-to-do-it session that helps you change your system to gain compliance and be ready for your Registrar's audit to the new standards. The processes you will learn apply to all standards, focus on 9001. ISO 9001 is the basis for the revisions for Medical 13485, Automotive TS1649 and more.

Instructor: Ty Haines

Fees: GGP Members - Free | \$25 All Others

Basic Negotiation Skills | Thursday, February 23 | 8am–5pm

Enhance your ability to think rationally through a negotiation situation. Learn how to overcome obstacles to create greater value. Through role-play, attendees will learn how to reach win-win negotiated outcomes that satisfy the needs of all parties and result in long term relationships in your personal and professional life.

Instructor: Tim Lybarger

Fee: \$249 (GGP Member) | \$299 All others Minimum of 8 needed to hold course

Everything DiSC® Sales | Thursday, March 9 | 1:00–4:30pm

Connect Better with Your Customers! Learn and understand your own sales style and how to recognize your customers' buying style to adapt your approach, and build the most effective customer relationships that go beyond the product or solution. Suited for inside sales, business development professionals, client relationship managers, specialists, entrepreneurs, anyone wanting to improve their networking efforts.

Instructor: Lori Gorrell

Introductory Fee: \$239 (GGP Member) | \$269 All others

Watch for other Professional Development offerings in the weeks & months to come.

L.E.A.D. Supervisory Training

Leadership Effectiveness = Accelerated Development

This interactive training series of eight sessions prepares up and coming managers for the challenges and equips them with knowledge to succeed in the role of supervisor. Take as a series of eight or as individual courses.

Instructor: Steve Peter

Fees: GGP Member - Per-class: \$99 • Series: \$695 | All Others - Per-class: \$129 • Series \$905

Leadership: The Transition to Supervision | Friday, February 10, 2017 | Time: 9 am–Noon

Prepare your supervisors to manage the unique demands of that position. This class explores the skills and attributes required for the roles and responsibilities in supervision. Individual styles and situations are examined to give participants effective tools for their leadership challenges.

Employee Relations | Friday, February 17, 2017 | Time: 9:00 am–Noon

The ability to analyze and positively impact individual personality traits, motivational drives, generational values, and the work environment is the foundation of people management. Create positive employee relations and learn to deal with "difficult" employees in a more effective fashion by applying basic motivational concepts. Personality Assessment: Add \$25

Interviewing and Selection | Friday, February 24, 2017 | Time: 9:00 am–Noon

Avoid costly errors when hiring new employees. Utilizing Behavioral Interviewing techniques, learn to accurately identify qualifications and match candidates to those qualifications through a formal interview process. Gain a basic understanding of employment law in order to ensure fair and legal hiring practices.

Communication Skills | Friday, March 3, 2017 | Time: 9:00 am–Noon

Many obstacles can sabotage our effectiveness as communicators. Understanding various oral, written and listening communication skills improves the effectiveness of the supervisor at all levels of interaction. This course explores various forms of communication and strategies to improve effectiveness in a variety of mediums.

Conflict Management | Friday, March 10, 2017 | Time: 9:00 am–Noon

Conflict is inevitable whenever two or more people come into contact. This course examines the nature and causes of conflict, and an analysis of individual tendencies. Attendees will analyze their conflict situations and develop appropriate resolution strategies.

Performance Management | Friday, March 17, 2017 | Time: 9:00 am–Noon

The essence of supervision is the management of the performance of the individual employees. Learn to establish clearly understood standards of performance for each job; a system to measure and document against those standards; and timely communication of performance and development plans that will help your employees improve and enhance their careers.

Problem Solving and Decision-Making | Friday, March 24, 2017 | Time: 9 am–Noon

Problems are inevitable and solving them is a key responsibility of supervisors. This can be done alone; with selected others; or as a work group. Regardless of the approach, learn to analyze, prioritize and attack each facet of the problem.

Human Resources Legalities | Friday, March 31, 2017 | Time: 9:00 am–Noon

Lack of awareness of various legal issues supervisors face in fulfilling their duties can cause time-consuming and expensive charges and lawsuits. This session creates awareness by utilizing simplified language of the actual laws, with examples of how to effectively operate within them and document these actions.