Customized Workshops

Experiential and Interactive Training Solutions

www.cjbaxtergroup.com
LIFELONG LEARNING IS CRUCIAL
AS THE GLOBAL JOB MARKET CONTINUES TO CHANGE

Pursuing lifelong learning involves being curious, willing to learn and to be taught throughout your career.

During your lifetime you have choices how to continue your education. You have choices such as professional conferences, mentoring programs, books and book clubs, foreign language courses, internal and external training, news publications, industry publications, and more.

As the business environment continues to change, jobs will continue to evolve, and the skills necessary for you to be successful in the workplace will require continuous improvement.

Known for management, leadership, sales, and high-performance team workshops, all programs offered by the C.J. Baxter Group are customized to meet the individual needs of each respective organization. C.J. Baxter Group does not use the "off-the-shelf one-size fits all" training approach.

Contact us today to schedule a no-obligation consultation.

Check out our client video testimonials

http://tinyurl.com/CJBvideos

Steps for a Training Analysis

In the consultation process, we always conducted a Needs Analysis with our client as the first step. Regardless of the type of learning solution we design, taking the time to properly assess and gather appropriate information will go a long way towards guaranteeing a successful training experience.

**Step 1**
TRAINING REQUEST
When we receive a formal request for training or a more vague indication that there is a problem we are expected to solve we start gathering some basic information.

**Step 2**
FORMULATE PLAN
Together we will begin to formulate a plan for refining the instructional goals to make sure it aligns with your business objectives.

**Step 3**
GATHER THE DATA
Now it is time to collect data and refine our plan based on data that emerges.

**Step 4**
ANALYZE DATA AND CONCLUDE THE PROCESS
Together we will analyze the information and formulate findings and recommendations.

**Step 5**
PLAN NEXT STEPS
Our final step is to create comprehensive report, which will serve as the road map for the solution design.

After following these steps, we should be well on your way to developing an effective customized learning solution for you.
EXPERIENTIAL & INTERACTIVE TRAINING ARE JUST A FEW OF OUR SOLUTIONS FOR YOUR EMPLOYEE DEVELOPMENT NEEDS

Management Training
- Effective Supervisory Skills
- First Line Leadership (10 modules)
- Becoming Customer Focused
- Coaching Your Business Team
- Hiring
- The Art of Time Management
- Building Your Team for Success
- Making Meetings Work
- Resolving Conflicts the Right Way
- Becoming and Effective Leader
- Reaching Success through Self-Mastery
- New Employee Orientation
- In Pursuit of Goals
- Leading Through Trust
- The Art of Negotiation
- Speaking in Public
- Leading People Through Change
- How to Manage Projects and Meet Deadlines
- Becoming a High Performance Sales Professional
- Communicating with Skill
- Effective Delegation Skills
- Handling Problem People Successfully
- Winning the Battle Against Negativity
- Learning to Control Stress
- Discovering Excellence as a Supervisor
- How to give and Receive Feedback
- Preventing Workplace Procrastination
- Learning for Life
- Making Work Fun
- The Value of Mentoring
- Creative Thinking And You
- Performance Reviews that Really Work
- Servant Leadership

Employee Development
- Customer Service - A strategic advantage
- Coaching Customer Service
- Managing Your Time
- Leading other for effective time management
- Diversity - Valuing the Individual
- Diversity - Managing Diversity
- Conflict Management
- Managing Organizational Conflict
- Communication Basics
- Organizational Communication

Sales Training
- Becoming a High Performance Sales Professional
- Communicating with Skill
- Partnership Sales
- Grow Your Business by Developing Your People

High Performance Teams
- Team Fundamentals / Team Charter
- Effective Meetings
- Customer Focus
- Managing the Process
- Roles and Responsibilities
- Setting Goals and Keeping Score
- Basic Communication
- Giving & Receiving Feedback
- Group Dynamics
- Team Decision Making / Team Problem Solving
- Conflict Resolution

Leadership Training
- Practices of Empowering Leaders
- The Five Leadership Roles
- Personal Productivity
- Fundamentals of High Performance Teams
- Performance Expectations
- Empowering Others for Success
- Communication
- Effective Supervisory Skills
- First Line Leadership (10 modules)
- Servant Leadership

C.J. Baxter Group does not use the "off-the-shelf" training approach. We customize our programs to meet the specific needs of our clients.

01/04/2015
Leadership Is About VISION

Kent Hutchison is an energetic presenter and keeps participants engaged through hands-on activities.

This fifth-generation Texan, who has traveled the world training for both small and large organizations, brings humor along with enthusiasm and interactive experiences to every training program.

Since 1992, Kent has facilitated employee development programs and retreats; along with making conference presentations and keynote presentations.

You can expect an engaging and interactive program from Kent Hutchison.

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