



NHCG Workshop Titles – 2023 (Classroom, Blended, Online)

Leadership & Management

- “Managing People” curriculum/modules:
 - Creating a Productive Environment
 - Interpersonal Communication Skills
 - Effective Delegation
 - Coaching
 - Managing Conflict
 - Performance Evaluation
- Emotional Intelligence
- Audience Centered Presentations
- Behavioral Interviewing Skills
- Manager’s Guide to Coaching Millennials
- Work of Leaders (Wiley Everything DiSC)
- Crisis Management: Gaining Control

Sales & Service

- Developing Client Relationships
- Effective Sales Negotiations
- Effective Sales Presentations
- Major Account Selling Strategies
- Exceptional Customer Service
- “Hug Your Customers” (based on bestselling book by Jack Mitchell)

Employment & Inclusion

- Valuing Workforce Diversity & Inclusion (1-Day)
- Valuing Workforce Diversity & Inclusion Awareness (1/2 day)
- Preventing Sexual Harassment
- Fair Management Practices
- Business Ethics
- Workplace Violence Prevention (Elective Options)
- Maintaining a Harassment Free Workplace
- Generational Diversity
- “Early Success at...” (Skills for Millennials)
- Working Remotely / Virtually

“Everything DiSC” assessments

- Workplace, Management, Work of Leaders, Sales, 363 Feedback
 - “It’s a Jungle Out There” – Experiential Communication/Team Building Activity

“Action Learning” - In-Field Leadership/Teambuilding Experiences

- The Gettysburg Leadership Experience – Battleground Tour/Leadership Lessons
- Land Rover Off-Road Challenge – Off-Road Communication/Team Building
- Targeting Team Leadership – Sporting Clays – Leadership/Team Building
- Orvis Fly Fishing Leadership Experience - Leadership
- BMW “Driving High Performance Teams” – Team Building
- Key West Sailing Experience – Communication/Team Building