



INCREASING PERSONAL EFFECTIVENESS[®] (IPE) COURSE PROFILE

IPE is a unique, powerful, skill-based performance course designed to change behavior, enhance personal accountability and deliver results.



**Employee Development
Systems, Inc. (EDSI)**

[www.employee
developmentsystems.com](http://www.employee
developmentsystems.com)

800.282.3374



The IPE model allows employees to:

- Understand themselves and their choices
- Acquire skills for improving performance
- Solve problems and handle conflict
- Achieve goals linked to organizational strategy
- Become more accountable for communication, performance and professional development

IPE TRAINING COURSE DETAILS

1. IPE License Agreement

EDSI does not require trainer certification, but chooses a license agreement approach with our clients. This cost-effective approach allows your organization to purchase a license and utilize your internal trainers for teaching Increasing Personal Effectiveness®.

2. EDSI Facilitation

For organizations who wish to have EDSI facilitators deliver the on-site training, we are available to conduct the session for groups up to 25 participants. Our daily facilitation fee is available upon request.

3. Session Length

IPE may be delivered in a one-day or two-day format.

4. Participant Materials

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|------------------------|--------------------------------|--------------------------------------|
| ■ Participant Workbook | ■ DiSC® Classic Profile * | ■ Follow-up Digital Support |
| ■ Skills Booklet | ■ Accountability Action Plan | ■ Certificate of Completion |
| ■ Tent Card | ■ Visualizing Success Workbook | ■ Pre & Post-Course Assessment Tools |

* Optional



Increasing Personal Effectiveness® provides measured behavioral changes in employee performance, communication and ownership for results.

Effective employees ...

- Learn new skills for continuous improvement
- Make decisions
- Take appropriate risks
- Create innovative solutions
- Implement strategic plans
- Face their fears and speak up
- Work with others ... not against them
- Are competent
- Know their strengths and how to use them
- Have awareness about where they need to improve
- Take ownership for performance and growth
- Don't blame others for their choices

Personal Accountability is about exercising personal choice.

Being effective is using personal accountability to achieve the career you want and owning the results.





Increasing Personal Effectiveness® modules include

1. New Choices for Growth and Change
2. Understanding Behavioral Styles
3. Powerful Communication Skills
4. Effective Listening Practices
5. Managing Success for Results

Employee Development Systems, Inc. is a nationally-recognized performance improvement and training firm offering a wide range of products and services in the areas of individual development, team performance communication, communication improvement and learning systems. Our full-service capabilities include packaged learning resources, curriculum and materials development, customized training and consulting. We produce a comprehensive collection of off-the-shelf products including classroom, self-directed learning, just-in-time training and computer-based classes.

For more information on developing a successful training partnership within your organization, or to find out about our other services and products, please call or visit our web site.



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IPE PARTIAL CLIENT LIST

Aflac Insurance American Bureau of Shipping Andrews Kurth LLP Array BioPharma, Inc. Associated Bank Bemis Company, Inc BHP Billiton Blue Cross Blue Shield Boeing Company California Casualty CenterPoint Energy Chevron Children's Healthcare of Atlanta Children's Hospital of Philadelphia Children's Museum of Indianapolis City of Anaheim CoBank Federal Reserve Bank of Atlanta Eli Lilly Federal Credit Union Emory University Federal Home Loan Bank - Chicago Federal Home Loan Bank Dallas Federal Reserve Bank of Dallas Federal Reserve Bank of Philadelphia Federal Reserve Bank of San Francisco Fluor Corporation FMC Technologies, Inc. Foley & Lardner LLP General Cable Corporation Greenberg Traurig LLP Halliburton Energy IBM Irell & Manella LLP Kilpatrick Townsend LLP M.D. Anderson Cancer Center Mary Kay, Inc. McKenna Long & Aldridge LLP Merrill Lynch Methodist Hospital Miller Chevalier LLP Morgan, Lewis & Bockius LLP NASA National Renewable Energy Lab Rolls-Royce, Inc. Sears Holdings State of Colorado DOT TW Telecom The Beck Group Time Warner Cable Toyota Motor Credit Corp. Vinson & Elkins LLP United Space Alliance Universal Weather UTSW Medical Center Walgreen Co. World Kitchen