



**THIS CUSTOMIZED  
MINI CATALOG IS FOR  
THE CATEGORY OF  
LEADERSHIP &  
MANAGEMENT**

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**A LEADER IS...**

(SOLLAH) 3 minute DVD with discussion guide

This short video helps viewers to recognize the importance of leading and leadership, as it sums up the key qualities of being an effective, passionate and inclusive leader.

*Purchase only, \$295*

**ABILENE PARADOX, THE II**

(MEDIA PARTNERS) 22 minutes DVD, CD with ancillary materials

Upgraded to reflect the current environment, but still set in the 50's & 60's, it illustrates poor decision making, when participants in a group acquiesce without communicating their reservations to one another.

*Purchase only, \$945*

**AFTER THE HIRE: RETAINING GOOD EMPLOYEES**

(VIVID EDGE PRODUCTIONS) 24 minutes

Viewers see the need, the cost, and what must be done for organizations to retain their best employees.

*Rental \$250; Purchase \$695*

**AGE OF LEADERSHIP, THE**

(GROH) 22 minute DVD with ancillary materials

Focusing on global change, this video presents 10 key points that require extensive skills and radically new leadership in a way that promotes innovation, accelerates performance, motivation and productivity.

*Rental \$375; Purchase \$1,095*

**APOLLO 13: DOWN-TO-EARTH LESSONS FOR YOU & YOUR ORGANIZATION**

(MEDIA PARTNERS) 30 minute DVD/USB with ancillary materials

Jim Lovell and Jim Belasco show the teamwork and leadership strategies that safely brought Apollo 13 to Earth, against incredible odds.

*Purchase only, \$595*

**BEYOND WORDS FOR MANAGERS**

(EMPLOYEE UNIVERSITY) 15 minute DVD with ancillary materials

Shows how to manage employees through successful, effective communication, and interpersonal skills.

**Actions Speak Louder Than Words** (29"). Jan Hargrave's presentation on all aspects of body language. Included free with series purchase. Plus a second copy of this program free.

*Rental \$275; Purchase \$495*

**BUCK STOPS HERE, THE**

(MONAD) 6 minute DVD

Hosted by Chuck Connors, and based on president Harry S. Truman's famous saying, this historical, Western drama, focuses on the critical skills of leadership, decision-making, responsibility, risk-taking, and accepting challenge.

*Rental \$195; Purchase \$395*

**BURY MY HEART AT CONFERENCE ROOM B**

(VISIONPOINT/MONAD) 24 minute DVD with ancillary materials

Featuring Stan Slap and a revolutionary program to increase management commitment, reduce turnover, and get support for corporate strategies.

*Purchase only, \$198; DVD only \$99.*

**CHARACTER IN ACTION**

(ADVANCED KNOWLEDGE) 23 minutes, DVD or VHS, and leader's guide

Bestselling author, Donald T. Phillips (Lincoln On Leadership) uses the example of the US Coast Guard in demonstrating 3 major strategies for leadership that maximizes productivity and creates successful organizations.

*Rental \$250; Purchase \$695*

**COMMUNICATION CORNERSTONES: BUILDING TRUST**

(COASTAL/DUPONT) 24 minute DVD with ancillary materials

This program presents 5 key points for building excellent communication skills; forging a solid trust between employees and managers.

*Rental \$195; Purchase \$595, DVD has Spanish*

**CORPORATE CULTURE & PERFORMANCE**

(ENTERPRISE MEDIA) 62 minute DVD with ancillary materials

John Kotter establishes a clear connection between a company's culture and its long-term financial success; emphasizing the leadership that creates the culture to meet the needs of customers, employees, shareholders, and implementation change when needed.

*Rental \$295; Purchase \$695*

**CORPORATE CULTURE IS...**

(SOLLAH) 2 minute DVD with ancillary materials

Your organization's culture affects and defines how people feel about the organization, whether it's good or bad, they're inside or out, and whether it's created deliberately or accidentally.

*Purchase only, \$295. Special online license available, call for details.*

**COVEY LEADERSHIP LIBRARY, THE**

(MEDIA PARTNERS) 5 DVD Series averaging 23 minutes each

Features introductions and summaries by Dr. Stephen Covey, as the videos present concepts on various management and leadership skills.

**Tearing Down Walls.** The Berlin Wall is a metaphor for change and dismantling barriers. The video focuses on eliminating miscommunication, distrust, and stereotyping for better team and organizational performance.

**Leading By Example.** Mentoring and coaching for effective leadership is based on the dramatic stories of Anne Sullivan and Helen Keller.

**I Know Just What You Mean!** A handful of conversations in Otto's, a busy restaurant, demonstrates overcoming roadblocks to effective communication by showing 4 common, listening mistakes. Purchase, \$495

**Mauritius: Celebrating Differences.** What can organizations learn from a nation with 4 major religions and 9 spoken languages? This video offers insights on how to create an environment where people subordinate "mine" to "ours," and "now" to "the future."

**Max & Max.** What do a recent college graduate and a dog have in common? A shortsighted manager, who uses the same style of leadership with both man and dog; undermining the potential in both.

*Each: Purchase only, \$745*

**CURSE OF THE VANISHING EMPLOYEES, THE: HOW TO RETAIN & MOTIVATE GREAT WORKERS**

(MEDIA PARTNERS) 20 minutes

Using special effects and humor, the video shows the skills and their application, in countering the problems that lead to high turnover.

*Purchase only, \$845*

**DIFFICULT PEOPLE: HOW TO DEAL WITH THEM**

(COASTAL/DUPONT) 38 minute DVD

Based on the book, "Coping With Difficult People" by Dr. Robert M. Bramson, this video shows the needed critical skills and their application.

*Rental \$195; Purchase \$395, DVD has Spanish*

**DISCOVERING THE FUTURE: THE POWER OF VISION**

(STAR THROWER) 30 minutes

Joel Barker's on successful individuals/organizations, with clear views of the future; creating goals of meaning and purpose for the present too.

*Purchase only, \$745*

**DISCUSSING PERFORMANCE**

(MEDIA PARTNERS) 20 minutes

Shows managers the importance of tackling contentious issues, focusing on outcomes, identifying employee training needs, and formalizing plans for training or any other needed actions.

*Purchase only, \$645*

**DON'T PANIC**

(QMR) 24 minute DVD with ancillary materials

Offers 5 key elements of constructive responses to circumstances that might intimidate or frighten; as it shows 8 people who have successfully navigated challenging or stressful situations come together to cook a meal.

*Rental \$295; Purchase \$625 for link or for DVD \$725*

**EMPLOYMENT LAW: THE MANAGER & THE LAW (SMART-START MEETING OPENERS)**

(VISIONPOINT/SOLLAH) 4 minute DVD

Focuses on critical, legal, workplace issues.  
*Purchase only, \$198; DVD only, \$99.*

**ENCOURAGING MANAGER, THE**

(STAR THROWER) 16 minutes  
Using humorous examples, the video explores what is needed to create productive environments and enthusiastic employees.  
*Purchase \$445*

**EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT MANAGEMENT**

(MEDIA PARTNERS) 25 minute DVD/USB  
This video displays 10 key points including delegating, empowerment, communication, and motivation to assist managers to do their job successfully.  
*Purchase only, \$595*

**EXCELLENCE FILES, THE**

(ENTERPRISE MEDIA) 86 minutes  
Presents 8 case studies of major companies preparing for success in the 21st century, by responding to the needs of the new workforce and their customers.  
*Each. Rental \$245, all-\$275; Purchase \$495, all-\$ 795.*

**EXTRAORDINARY LEADER, THE: GOING FROM GOOD TO GREAT**

(VISIONPOINT/SOLLAH) 25 minute, DVD with ancillary materials  
Featuring Jack Zenger and Joseph Folkman, who collected solid, quantitative data of over 25,000 real world leaders; and their concept of what is necessary to impact as a great leader.  
*Purchase only, \$695*

**FILE 103: DEVELOPING 21ST CENTURY LEADERS (Excellence Files Action Agenda Series)**

(ENTERPRISE MEDIA) 17 minute DVD  
Presents success strategies by top performing leaders and managers at Coca-Cola, Southwest Airlines, USAA Insurance, The Defense Personnel Support Center and Whole Foods Market.  
*Rental \$245; Purchase \$595.*

**FIRST TIME AROUND, THE**

(MONAD) 25 minute DVD  
Ferdinand Fournies' concepts of Work Planning for preventing errors, delays, misunderstandings, and nonperformance, assuring that tasks are successfully completed the first time.  
*Rental \$195; Purchase, \$395*

**5 QUESTIONS EVERY LEADER MUST ASK: ENGAGING YOUR TEAM TO ACHIEVE ANY GOAL**

(MEDIA PARTNERS) 27 minute DVD with a CD of ancillary materials  
Based on Ed Oakley and Doug Krug, book, "Leadership Made Simple" by the program offers a proven process, "The Framework for Leadership." 5 questions, which when asked in a specific order, enable leaders to engage their team in finding and implementing effective solutions.  
*Purchase \$945*

**FLIGHT OF THE BUFFALO**

(TRAINING ABC) 30 minute DVD  
Based on the book of the same title, authors Jim Belasco and Ralph Stayer correlate the buffalo (a roaming herd solely dependent on one leader) and geese (flying precision formations, with each bird knowing the flock's direction and capable of leading anytime) to "top-down, stifling management that's contrasted by empowered successful organizations.  
*Rental \$295; Purchase \$695*

**FOLLOW THE LEADER**

(MEDIA PARTNERS) 3-20 minute segment DVD/USB with ancillary materials  
Bob Allen, formerly of the Disney organization, has created this television-like, reality, leadership, training program. Based on 3 business leaders of different ages, different industries, and possessing similar traits and behaviors. The segments: **1. Vision & Communication; 2. Integrity & Realism; and 3. Love & Passion** shows them on-the-job interacting with their people offering positive role models. They are Ron Pearson, Chairman of Hy-Vee supermarkets; Carmen

Dominguez, President of Homes by Carmen Dominguez; and Ken Hoffman, VP Operations, Hard Rock Café International.  
*Purchase only, \$595*

**FRONT OF THE CLASS, THE**

(MEDIA PARTNERS) 24 minute DVD with ancillary materials  
Shows supervisors the concept of leadership, by correlating it to a shy, 6th grade student coping in the classroom. Office, factory and government versions available; with all 3 on DVD.  
*Rental \$350; Purchase \$945*

**GET TO THE POINT & KEEP TO THE POINT**

(MONAD) 28 minute DVD  
Offers 6 points to help viewers understand and clarify associates and customer problems, by "being ruthless with time, but gracious with people."  
*Rental \$195; Purchase \$395*

**GIVING LEADERSHIP AWAY**

(VIDEO VISIONS) 19 minutes  
Geared for both experienced and new team leaders, this video focuses on the leader's job as a provider of tools, motivation, and direction; offering 5 key points on successfully accomplishing the job.  
*Rental \$395; Purchase \$695*

**GOAL, THE: HOW TO VERSION**

(MEDIA PARTNERS) 55 minute DVD  
Shows how to raise questions to get answers, identify bottlenecks, offers key principles to improve performance, think logically and consistently to determine "cause and effect" of their actions; creating a culture of ongoing improvement.  
*Purchase only, \$945, DVD has Spanish*

**GREAT MINDS ON LEADERSHIP (The Great Minds Meeting Openers)**

(TRAINING ABC) 4 minute DVD  
Featuring inspirational and historic personalities; such as Winston Churchill, John Kennedy, Martin Luther King, Abraham Lincoln, Theodore and Franklin Roosevelt, etc.  
*Rental \$195; Purchase \$295*

**GROUPTHINK**

(MEDIA PARTNERS) 25 minutes  
Shows the inherent, potential dangers in group decision making and its relationship to the Challenger Space Shuttle tragedy.  
*Purchase only, \$945*

**HIRING THE BEST**

(ENTERPRISE MEDIA) 30 minute DVD & book  
A step-by-step program with 4 points for finding and hiring good employees.  
*Purchase only, \$129.95*

**HOW GREAT COMPANIES GET GREAT PEOPLE**

(MONAD) 20 minute DVD  
Shows a unique approach for recruiting, so as to develop highly successful groups/teams of employees.  
*Rental \$195; Purchase \$395*

**I'D LIKE A WORD WITH YOU: THE PERFORMANCE IMPROVEMENT INTERVIEW**

(VIDEO ARTS) 27 minute DVD with ancillary materials  
Defines the why of the discipline interviews, by agreeing that a problem exists; exploring the reasons for it and creating a satisfactory solution.  
*DVD purchase only, \$999. Weekly digital rental only. Original version, DVD purchase only, \$695*

**IN SEARCH OF EXCELLENCE**

(ENTERPRISE MEDIA) 88 minute DVD  
Tom Peters goes behind the scenes of 3M, Apple, IBM, Disney, Dairy, North American Tool and Die, Dana Corporation and McDonald's to show why they're all highly successful companies. \*Individual segments.  
*Rental \*\$195, \$275; Purchase \$775 \*\$495*

**INDIVISIBLE (Spirit Clips Series)**

(SPIRIT EMX) 4 minute DVD

Based on Senator McCain's experience as a prisoner of war in Vietnam, it focuses on inner strength in difficult times, demonstrating how honor, loyalty, and perseverance can keep a group together.

*Purchase only, \$295. Quantity discounts*

**IT'S OKAY TO BE BOSS**

(MEDIA PARTNERS) 27 minute DVD program with ancillary materials

Based on his book of the same name, Bruce Tulgan humorously and entertainingly provides step-by-step guidelines for learning and implementing 4 habits of being a great boss.

*Rental \$350; Purchase \$945*

**IT'S THE LAW: THE LEGAL SIDE OF MANAGEMENT**

(VISIONPOINT/MONAD) 23 minute DVD with ancillary materials

Using vignettes, this video identifies and explains important legal issues that many managers face in today's workplace.

*Purchase only, \$795*

**JOEL BARKER'S LEADERSHIP: 5 LESSONS FOR LEADERS IN THE 21ST CENTURY**

(STAR THROWER) 29 minutes

Joel Barker offers 5 concepts for improving leadership performance; and uses the metaphor of bridge building to reinforce them.

*Rental \$295, Purchase \$745*

**JOURNEY INTO THE HEROIC ENVIRONMENT, A**

(TRAINERS TOOLCHEST) 31 minute DVD with leader guide

A cross country train is the setting for 8 principles of motivating people to greater productivity, quality, job satisfaction, and organizational profits.

*Rental \$195, Purchase \$395*

**JUGGLING ELEPHANTS**

(JUGGLING ELEPHANTS) 20 minute DVD with extensive ancillary materials

With the circus as an example, in animation and live action, it tells a simple, profound story of an individual with the problems of too much to do, too many priorities, too much stress, and too little time. Available in Spanish.

*Rental \$395, Purchase \$995*

**JUST IN TIME INFORMATION (JITI): MANAGEMENT SOLUTIONS IN UNDER 5 MINUTES**

(MEDIA PARTNERS) 4 part DVD program, about 3 hours, with the following 4 titles.

- 1. Personal Issues.** Focuses on employee issues that affect productivity.
- 2. Discrimination/Legal Issues.** Deals with assorted issues that could subject a company to litigation.
- 3. Conflict Management.** Focuses on issues resulting from conflict between peers, subordinates and supervisors.
- 4. Performance Management.** Focuses on the productivity and performance issues supervisors/managers experience dealing with subordinates.

*Call for pricing.*

**KEEPING THE GOOD ONES**

(MEDIA PARTNERS) 25 minute DVD with ancillary materials

Using the plot of a manager losing his subordinates, viewers learn all the key skills necessary to keep employees from leaving.

*Rental \$350, Purchase \$945*

**LANCE ARMSTRONG MEETING OPENERS**

(ENTERPRISE MEDIA) 3 DVD Series, averaging 3 minutes each

They reflect the motivational attitudes of Armstrong and his cycling team.

**Crossing The Finish Line.** How Armstrong and his team understand and focus on the importance of setting and achieving goals.

**Teamwork.** An enlightening look into how Armstrong and his team meld into a smooth, functioning unit.

**Perspective: A Different View.** Armstrong has unique views on success and achievement; applicable, regardless of the challenge you face.

*Each.. Rental \$250, all-\$450; Purchase \$445; all-\$745*

**LEADER INSIDE, THE**

(TRAINING ABC) 3 minute DVD

A short, inspirational meeting opener uses imagery, music, and quotes to induce viewers to out the leadership qualities of courage, passion and necessity.

*Purchase only, \$295*

**LEADER MADNESS**

(VIDEO VISIONS) 21 minute DVD with ancillary materials

A new leadership program, with light humor, focusing on how to avoid ineffective leadership and the resulting penalties. The scenarios present the wrong and right ways to lead.

*Rental \$395, Purchase \$795*

**LEADER'S GUIDE TO DELEGATING, A**

(MEDIA PARTNERS) 23 minute DVD with CD of ancillary materials

Offers a 5 step process for effective delegation that builds trust for future delegation, helps employees develop new skills, reduces stress and improves organizational productivity.

*Purchase only, \$945*

**LEADERS OF CHARACTER: LEADERSHIP, THE WEST POINT WAY**

(MEDIA PARTNERS) 35 minutes CD & ancillary materials

Hosted by Ed Ruggero, a West Point graduate and leadership speaker, focuses on the Point's leadership principles, how they're taught; plus many of the graduates implementing the concepts in their present organizations.

*Purchase \$945*

**LEADERSHIP**

(ENTERPRISE MEDIA) 57 minute DVD, facilitator and viewer guide

John P. Kotter hosts this 6 segment video that presents his concepts on leadership and gives examples of effective leadership in action.

*Rental \$295, Purchase \$695*

**LEADERSHIP (Life's Lessons Series)**

(ATS) 4 minute DVD

Created with music and narration, it's a short, motivational program, conveying simple, inspiring and ageless thought-provoking wisdom. .

*Purchase only, \$295*

**LEADERSHIP (Priorities For Life Series)**

(VIVID EDGE PRODUCTIONS) 5 minutes

A meeting opener by Dr. Robert Cooper, providing key points on making a difference and achieving results through people.

*Purchase only, \$295*

**LEADERSHIP ALLIANCE**

(ENTERPRISE MEDIA) 64 & \*28 minutes

Tom Peters focuses on the need for leadership with case studies of Pat Carigan of General Motors, Dennis Litky of Thayer High School, Vaughn Beals of Harley-Davidson, and Ralph Stayer of Johnsonville Foods.

*Rental \$275, Purchase \$895, \*\$595*

**LEADERSHIP: AN ART OF POSSIBILITY**

(GROH PRODUCTIONS) 28 minute DVD

Ben Zander, the world-renowned conductor of the Boston Philharmonic Orchestra, offers a fresh approach of leadership for individuals and teams.

*Rental \$350, Purchase \$995*

**LEADERSHIP AND SELF-DECEPTION**

(MEDIA PARTNERS) 16 minute DVD with ancillary materials

This video and workshop, offers a poignant look at how self-deception creates workplace problems; offering tools for their analysis and solutions.

*Purchase \$945*

**LEADERSHIP & THE CUSTOMER REVOLUTION**

(MONAD/MINDLINK) 29 minute DVD

Rich Tate, Gary Heil, and their presentation, "Liberating the Human Spirit," that offers details for creating a productive culture. Plus 4 case histories of

organizations that implemented the concept, the experiences they encountered, and how it caused employees to elevate their levels of customer service.

*Rental \$295; Purchase \$595*

#### **LEADERSHIP AND THE NEW SCIENCE**

(MEDIA PARTNERS) 23 minutes

Based on Dr. Margaret J. Wheatley's book, offering Nature's systems as models for new, self-managing, and revitalizing organizations.

*Purchase \$945*

#### **LEADERSHIP AT EVERY LEVEL**

(KANTOLA) 24 minute DVD with ancillary materials

This program offers 6 points that demonstrate successful management styles explaining which style is appropriate for a given situation; plus why the need to adapt to changing circumstances.

*Purchase only, \$189*

#### **LEADERSHIP CHALLENGE, THE, 3rd VERSION**

(WILEY) 27 minutes, DVD only

Based on James Kouzes and Barry Posner's research and analysis, it illustrates leadership as a set of skills that can be mastered. Updated with 15 real-life case studies of leaders from both the for-profit and non-profit sectors.

*Purchase only, \$699*

#### **LEADERSHIP FEEDBACK: WHAT EMPLOYEES WANT TO TELL YOU...BUT DON'T!**

(VIDEO VISIONS) 17 minute DVD with ancillary materials

This program is based on extensive, anonymous interviews with actual employees giving candid feedback about their leaders. 6 key scenarios of leader/employee interaction are presented each with the ineffective leader, and the other with effective ones.

*Rental \$395; Purchase \$795*

#### **LEADERSHIP/MANAGEMENT MIX, THE**

(VIDEO ARTS) 18 minute DVD with ancillary materials

What is the best mix of management and leadership skills for your job? This video shows viewers how to define both, use each independently, and how to integrate them; especially in critical situations or critical times.

*Rental \$295; Purchase \$795*

#### **LEADERSHIP PICKLES, THE!**

(MEDIA PARTNERS) 16 minute DVD with ancillary materials

Bob Farrell takes his "Give 'Em The Pickle" concept and shows manager/supervisors how to apply it when being a leader to your employees.

*Rental \$350; Purchase \$945*

#### **LEADERSHIP: WHAT'S TRUST GOT TO DO WITH IT (Original version)**

(VIDEO VISIONS) 19 minutes

Downsizing and rapid change have undermined loyalty and trust between employer and employee. This video teaches team leaders and managers how to rebuild openness, credibility and trust.

*Rental \$395; Purchase \$695*

#### **LEADERSHIP: WHAT'S TRUST GOT TO DO WITH IT (2nd edition)**

(VIDEO VISIONS) 19 minute DVD program with ancillary materials

This program provides 5 trust-building behaviors with realistic methods for rebuilding trust and gaining employee commitment and involvement.

*Rental \$395, Purchase \$795*

#### **LEADING IN A TIME OF CHANGE**

(JOSSY-BASSE) 42 minute video & workbook

Management gurus, Peter Drucker and Peter Senge, talk about how leaders can prepare themselves and their organizations for change.

*Purchase only, \$195*

#### **LEADING MORE WITH LESS**

(ACCESS TRAINING) 18 minute DVD with ancillary materials

Offers 6 critical, universal, leadership skills for inspiring employees through good, but especially bad times; without spending scarce resources.

*Rental \$395 Purchase \$795*

#### **LEADING THE WAY: NEGOTIATING WITH INFLUENCE & PERSUASION**

(EDGE TRAINING) 23 minute DVD with ancillary materials

This program demonstrates 5 key strategies to gain people's support, collaboration, and commitment by tactfully using influence and persuasion.

*Purchase only, \$795. License fee to reproduce materials, \$200.*

#### **LEADING WITH PERSUASION**

(VIDEO VISION) 20 minutes

Offers 3 key steps to present ideas in their best possible light.

*Rental \$395; Purchase \$695*

#### **LEARN TO LEAD: LESSONS WITH CAPTAIN SULLY SULLENBERGER**

(COASTAL/DUPONT) 21 minute DVD with ancillary materials

Helps viewers develop as leaders, showing them how to make a transformative impact on ethics, morale, teamwork, and productivity; while offering Captain Sullenberger's 5 leadership principles.

*Rental \$195; Purchase \$595*

#### **LEADERSHIP: INFLUENCE, INCENTIVES, & KNOWLEDGE. (WINNING COACHES SERIES)**

(ENTERPRISE MEDIA) a DVD program with ancillary materials

Record winning coaches, Mike Ditka, Sean Peyton, Rex Ryan and Bobby Bowden will provide viewers with their insights. This program contains a 25 minute short and 39 minute extended version presented in 5 segments; Incentives, Personal Psychology, Body Language, Group Dynamics, and integration.

*Purchase only. Each, \$495;*

#### **LEADERSHIP: THE MYTH & THE REALITY (Smart-Start Meeting Openers)**

(VISIONPOINT) 4 minute DVD

This short title presents thoughts on leadership, relating to a longer video offering in-depth details.

*Purchase only, \$195*

#### **LEGACY: THE LEADERSHIP CHALLENGE**

(JOHN WILEY) 6 DVD program with ancillary materials

Based on leadership books by Jim Kouzes and Barry Posner, this program offers advice and the tools needed for developing effective middle and top levels of management.

**1. A Leader's Legacy.** Based on their latest book, it forces leaders to question themselves about the challenges and triumphs of leadership; exploring themes of significance, relationships, aspirations, and courage.

**2. The Leadership Challenge\*.** Introduces their groundbreaking leadership model, The 5 Practices of Exemplary Leadership, then approaches leadership as a measurable, learnable, teachable set of behaviors, as it presents successful case histories.

**3. Encouraging The Heart\*.** Focuses on the challenging practice of encouraging heart in others, showing managers helping others to believe in themselves, celebrate their uniqueness, and discover their own value.

**4. Leadership In Action.** The foundational message is about a set of skills anyone can learn and available to all of us; but when put into practice can transform accomplishments from ordinary to extraordinary.

**5. The Credibility Factor: What Followers Expect From Leaders.** Looks at leadership from the perspective of those being led focusing on the skills; lead by example, know yourself, stand up for your beliefs, speak with passion, be honest, competent, inspiring, enthusiastic and credible.

**6. Credibility: How Leaders Gain & Lose It; Why People Demand It.** A follow-up to The Credibility Factor, this video delves into why credibility is the cornerstone of effective leadership; revealing 6 key disciplines and practices that straighten a leader's capacity for developing and sustaining credibility.

*Purchase only, \$999. \* These titles available individually, \$499.*

#### **LEGAL & EFFECTIVE EMPLOYMENT Series**

(COASTAL/DUPONT) 4 DVDs, averaging 25 minutes

For supervisory personnel in dealing with the key and the critical issues that make organizations highly vulnerable to lawsuits.

**Legal & Effective Interviewing Skills. Legal & Effective Performance Appraisals.**

**\*Legal & Effective Progressive Discipline.**

*Each. Rental \$195; Purchase \$595*

**LEGAL & EFFECTIVE HIRING**

(KANTOLA) 37 minute DVD

Offers 5 points in explaining proper hiring procedures for selecting the right applicants; while at the same time, protecting oneself and one's organization, from discrimination and legal liability.

*Purchase only, \$159*

**LEGAL PERIL: 8 MANAGEMENT PITFALLS TO AVOID**

(COASTAL/DUPONT) 23 minute DVD

Reviews 8 key issues, unless correctly implemented, leaves managers/supervisors and organizations open to legal action and expensive settlements.

*Rental \$195; Purchase \$595, DVD has Spanish*

**LEGAL SURVIVAL SKILLS FOR THE MODERN MANAGER**

(KANTOLA) 26 minute DVD with ancillary materials

The host, Alan Levins an employment law attorney, details critical legal issues and solid principles of people management. Supervises/managers will learn 12 key points for the challenges of the modern workplace.

*Purchase only, \$199*

**LESSONS FROM MIRACLE ON THE HUDSON**

(COASTAL/DUPONT) 20 minute DVD with Leader Guide

Captain "Sully" Sullenberger (the pilot who landed his commercial jet safely on the Hudson River), gives a presentation in 6 segments that focus on Safety. Averaging 3 minutes each, **Being Prepared, Investing in Yourself & Your Values, Teamwork, Making Safety a Priority, Importance of Being Competent, and Communication**, combine in their goal to drive home the entire issue of safety.

*Rental \$115; Purchase \$295.*

**LIFE & WORK**

(STAR THROWER) 30 minutes

James A. Autry and his concepts on tapping the hidden potentials of organization, reducing employee burnout and increasing productivity.

*Purchase only, \$445*

**LIFE IS SHORT**

((ATS) 7 minutes

This meeting opener focuses on an age-old philosophy in reinforcing motivation and communications concepts.

*Rental \$195; Purchase \$395*

**LITTLE BIG THINGS, THE**

(ENTERPRISE MEDIA) 2 to 4 minute segments

Tom Peters has great stories that are funny, insightful, segmented into 5 different topics: Leadership, Service, Strategy, You, and Excellence.

*Each segment, purchase only, \$195; all 5-\$695*

**LOVE & PROFIT: THE ART OF CARING LEADERSHIP**

(STAR THROWER) 30 minutes

Based on James A. Autry's book this video demonstrates to managers the theory behind humane management and caring leadership.

*Purchase only, \$445*

**LOVE 'EM OR LOSE 'EM: EMPLOYEE RETENTION**

(COASTAL/DUPONT) 22 minute VHS/DVD with ancillary materials

Offers a long list of easily implemented and inexpensive tactics to create a loyal and enthusiastic workforce.

*Rental \$195; Purchase \$595,, DVD has Spanish*

**MANAGEMENT & LEADERSHIP SKILLS FOR SUPERVISORS**

(KANTOLA) 17 minute DVD with ancillary materials

Offering 5 key points, this program portrays the subtle but essential people skills that every great supervisor or leader must have in order to manage their people in a fair and productive manner.

*Purchase only, \$299*

**MANAGEMENT COACH**

(MLI) Online Streaming Program

This program offers true performance support solutions to help managers and supervisors to effectively deal with over 85% of the most difficult challenges they face within 5 minutes. Each challenge has a 1 minute introduction, identifies key objectives, and offers a video solution. It's available for Droid, iPhone, Tablets, and Desktops.

*Only \$49.95 per viewer for 1 year of unlimited use.*

**MANAGER AS COACH, THE**

(VIDEO ARTS)14 minute DVD with ancillary materials

Demonstrating a simple coaching framework, it highlights the skills for effective coaching showing good and poor coaching inaction.

*Rental \$295; Purchase \$795,*

**MANAGER MOMENTS: HOW TO BUILD A HIGH-PERFORMING TEAM**

(MEDIA PARTNERS) a 7 module DVD/USB program totaling 50 minutes with ancillary materials

This micro-learning series offers short, specific examples of practical wisdom for managers. It presents 7 segments with video scenarios to enable managers create high level, productive, successful teams.

**How To Assess Team Strengths & Needs (7:15").** This module presents the characteristics of a high-performing team showing managers how to assess team strengths and needs.

**How To Build Team Unity (6:40").** This module presents the following basic emotional needs: the need to Achieve; to Belong; to Contribute and how to balance them for team unity.

**How To Diagnose Team Problems (7:33").** This module presents common types of team problems and practical advice for handling them.

**How To Improve Team Communication (6:40).** This module presents practical advice on 3 critical areas of communication.

**How To Mediate A Dispute (7:30").** This module shows how to guide team members to and a susceptible resolution when they are in conflict.

**How To Restore Team Unity (7:35").** This module shows what to do when team unity falters, assess the problem, and identify ways to restore unity and.

**Understanding The Stages Of A Team (6:33").** This module shows how to understand the influences that impacted team and its stages of forming, storming, norming, and performing.

*Purchase only, \$945*

**MANAGER MOMENTS: HOW TO EXCEL IN TRICKY SITUATIONS**

(MEDIA PARTNERS) a 5 program DVD totaling 34 minutes with ancillary materials These 5, short, management programs are the first in a series of 20. The 5 are only on one DVD, but individually available, online with a streaming license.

**1. How To Curb Employee Gossip (7:05"). 2. How To Deal with Difficult Peers (7:40"). 3. How To Manage Upward (6: 4 5"). 4. How To Manage Time Thieves (7: 20"). 5. How & When To Delegate (6: 15")**

*Purchase only, \$945*

**MANAGER MOMENTS: INTERVIEWING & TERMINATION DOS & DON'TS**

(MEDIA PARTNERS) a 37 minute DVD consisting of 5 to 7 minute segments with ancillary materials

This program is grouped into 5 bite-size segments designed to deliver short blasts of practical wisdom that are focused on dealing with management issues related to interviewing and termination.

*Rental \$350; Purchase \$945*

**MANAGER OR MOUSE?**

(ENTERPRISE MEDIA) 15 minute DVD and workbook

Focuses on empowering supervisors/managers (especially if newly promoted) helping them develop the skills, attitudes, and confidence to be successful.

*Purchase only, \$149*

**MANAGERS AS MENTORS: BUILDING PARTNERSHIPS FOR LEARNING**

(MONAD/MINDLINK) 19 minute DVD

Renowned author, consultant, and speaker, Chip Bell presents, concrete perspectives, practical techniques and tools, for making managers, supervisors, and team leaders into successful mentors.

*Rental \$250; Purchase \$595*

**MANAGER'S BALANCING ACT, THE: PARADOXICAL MANAGEMENT**

(W. R. SHIRAH) 44 minute DVD with ancillary materials  
Dr. Ben Bissell shows viewers that being a successful manager, requires knowing when to have a sense of humor, or when to be firm.  
*Purchase only, \$295*

**MANAGER'S GUIDE, A**

(QMR) 2 DVD program 25 minutes each with ancillary materials  
Using the casting and rehearsal of Shakespeare's Hamlet as a backdrop, this program addresses 5 critical areas, presenting 3 key points in each; needed by both new and experienced managers.  
**1. Surviving the Slings & Arrows.** Focuses on the skills to navigate legal and behavioral challenges.  
**2. To Lead Or Not To Lead.** Looks at communication, organizational and leadership skills.  
*Each. Rental \$295; Purchase \$625 for link or for DVD \$725*

**MANAGING CHANGE & TRANSITION**

(W. R. SHIRAH) 44 minute DVD with ancillary materials  
Dr. Ben Bissell shows viewers that successful managers must understand the 5 dynamic steps of change, the emotional and verbal responses, and how to guide their staffs through it.  
*Purchase only, \$295*

**MANAGING FROM THE HEART**

(COASTAL/DUPONT) 30 minute DVD with ancillary materials  
Management is not all about brains. It requires psychological and emotional subtleties as presented in this program, that shows everyone has a potential to grow. Especially if acknowledged by a leader who supports and makes them feel valued and respected.  
*Purchase only, \$395*

**MANAGING ME**

(VIDEO VISIONS) 16 minute DVD with ancillary materials  
Is a brand new title for managers and supervisors. It offers 6 key points for relating to peers and supervising subordinates; so as to gain their commitment and motivation for increased productivity.  
*Rental \$395; Purchase \$795*

**MANAGING-ONLY JUST!**

(VIDEO ARTS) 20 minute DVD with ancillary materials  
Dr. Michael Reddy, founder of IC AS, focuses on the key behaviors that will help managers/supervises be effective under pressure and maintain a positive life-work balance.  
*Rental \$395; Purchase \$795*

**MANAGING UP**

(MONAD) 17 minute DVD  
James Brolin hosts Michael LeBoeuf's 5 step program on developing successful relationships with your boss by emphasizing how you behave toward your boss, teaches him or her, how to treat you.  
*Rental \$195; Purchase \$395*

**MAX & MAX (COVEY LEADERSHIP LIBRARY)**

(MEDIA PARTNERS) 22 minutes  
Dr. Stephen Covey hosts and asks. What do a recent college graduate and a dog have in common? A shortsighted manager, who uses the same style of leadership with both man and dog; undermining the potential in both..  
*Purchase only, \$695*

**MEMORIAL HOSPITAL & HEALTHWORKS KIDS MUSEUM: TURNING WORK ASSIGNMENTS INTO WOW PROJECTS (Re-imagine! Series)**

(ENTERPRISE MEDIA) 17 minute DVD  
Tom Peters shows how one organization revolutionized the job of teaching kids about health. Presented are people coming up with innovative ideas, testing and bringing them to reality.  
*Rental \$295; Purchase \$345*

**MILLENNIUM COACHING & PERFORMANCE FEEDBACK SERIES**

(QMR) 2 DVDs, 15 minutes each with ancillary materials

This program is designed to help team leaders, supervisors, managers, and others learn the skills needed to provide on-going, effective feedback and coaching skills to maximize employee potential.  
**The Leader As Coach.** Offers 5 key points for successful coaching.  
**Providing Performance Feedback.** Offers 5 key points for successful feedback.  
*Each. Rental \$295; Purchase \$725 for link or for DVD \$725*

**MILLENNIUM-LEADERSHIP CAPSULES FOR THE 21st CENTURY Series**

(QMR) 7 DVDs, 15 minutes each  
Reviews the leadership skills for organizational success in the next century.  
**1. Leadership Is...**The overview video that defines the concept of a leader.  
**2. Leader As Coach, The.** Details the why, what and how of coaching.  
**3. Leader As Mentor, The.** Details the why, what and how of mentoring.  
**4. How Leaders Provide Performance Feedback.** Explores the skills for developing employees.  
**5. Beginning Employment Relationships.** Reviews interviewing and hiring.  
**6. Ending Employment Relationships.** Reviews the termination process.  
**7. In Compliance.** Reviews compliance issues such as, EEO, Diversity, ADA, Sexual Harassment, etc.  
*Each. Rental \$295; Purchase \$725 for link or for DVD \$725*

**MIRACLE ON THE HUDSON: PREPARE FOR SAFETY**

(COASTAL/DUPONT) 22 minute DVD with ancillary materials  
Captain Chesley "Sully" Sullenberger relives the fateful day he was forced to land flight 1549 in the Hudson River, saving hundreds of lives by using the 4 C's: Competence, compassion, commitment, and communication. Giving all viewers the ability to acquire and apply these same characteristics to their lives, both on and off the job.  
*Rental \$115; Purchase \$395*

**MIXING FOUR GENERATIONS IN THE WORKPLACE**

(MEDIA PARTNERS) 2 DVD/UBF programs 17 minutes per; with ancillary materials  
Cam Marston hosts defines the different generations on one, while offering information on dealing with the different generations. on the other.  
*Purchase only, \$795*

**NEW BUSINESS OF PARADIGMS, THE**

(STAR THROWER) 2 title program, \*26 and \*\*18 minute DVD plus ancillary material CD.  
**1. The New Business of Paradigms: Classic Edition.** Based on the original video, it contains many of the same stories and examples, but with a new, updated look.\*  
**2. The New Business of Paradigms: 21st Century.** Present the same concepts but, with exciting, new examples and stories.\*\*  
*Purchase only, \$845*

**NEW DEAL, A (Spirit Clips Series)**

(SPIRIT EMX) 4 minute DVD  
Edited footage of FDR detailing the challenges of his era and correlating them to today's. Focusing on looking beyond one's fears; believing in one's ability to succeed; reaching deep within for strength and courage to persevere through any obstacle.  
*Purchase only, \$295 Quantity discounts.*

**NEW WORKPLACE, THE, Series**

(QMR) 2 videos, 23 minutes each  
**1. Making The Change.** Oriented to all employees, persons of various public and private organizations discuss their experiences, goals, dealing with each other, their jobs and the global economy.  
**2. Leading The Change.** For all management levels, people of various public and private organizations discuss their experiences and goals for transforming their organizations and coping with the competition of the global economy.  
*Each. Rental \$295; Purchase \$625 for link or for DVD \$725*

**NOT EVERYONE GETS A TROPHY**

(MEDIA PARTNERS) 29 minute DVD with ancillary materials  
Bruce Tulgan, recognized as one of the world's leading experts on young people

in the workforce, offers a wise and humorous look at the challenge of training and managing the newest generation of employees.

*Rental \$350; Purchase \$945*

**ONCE AND FOR ALL: RESOLVING PERFORMANCE CHALLENGES**

(VIVID EDGE PRODUCTIONS) 21 minute

Dealing with performance management, this video offers 5 key points for dealing with employee performance and its effect on productivity.

*Rental \$250 Purchase \$625*

**ONCE UPON A LEADER: TALES OF LEGENDARY LEADERSHIP**

(VISIONPOINT/SOLLAH) 17 minute DVD with ancillary materials

An animated, whimsical spoof of popular tales, familiar characters present 4 key leadership points for enhancing leadership in any organization.

*Purchase only, \$198; DVD only, \$99.*

**ONE SMALL STEP (Spirit Clips Series)**

(SPIRIT EMX) 2 minute DVD

John F. Kennedy's famous speech challenging Americans; while reminding viewers that anything is possible with hard work, courage and challenging their own limiting beliefs.

*Purchase only, \$295, Quantity discounts.*

**ORDINARY PEOPLE, EXTRAORDINARY RESULTS: TRUE STORIES OF GREAT LEADERSHIP**

(MEDIA PARTNERS) 6 video DVD, 7-9 minutes, \*meeting openers, 2:30 minutes each.

Based on Franklin/Covey Leadership Workshops, it is a compilation of 4 stand-alone videos. \*2 meeting openers, showing the accomplishments of average people doing small things that successfully motivated others.

**Trim Tab.** Is a small rudder built into the big rudder of a ship, making it easier to change course. Madeline Cartwright, a school principal, shows how one small change was a catalyst for bigger changes.

**A Legacy of Winning.** Anson Dorrance, the 30 year coach of UNC women's soccer team, has to deal with some of his best players leaving every year. He uses a blend of performance measurement, purposeful practice, and personal encouragement to the team at its best.

**Store 334.** Is about employees not wanting to work and customers not wanting to shop. Jim Dixon as a manager of a bad-performing supermarket, who after trying various methods, hit upon the secret to motivational and revenue-producing success.

**Emma Brandon.** A hospital ward supervisor, found her staff functioning poorly. Rather than institute immediate change, she watched, questioned and analyzed; involving employees (and patients) in decisions, holding them accountable for results, encouraging them to try new ideas, and resulting in amazing successes.

**\*Your Best Moment.** Is about transitioning strategies into goals.

**\*Live Love Learn Legacy.** Is about leaders conveying inspirational thoughts.

*Purchase \$945*

**PARADIGM MASTERY Series**

(STAR THROWER) 5 video program, averaging 25 minutes each

Joel Barker's newest Series dealing with paradigm shifts.

**Change & Leadership.** Shows the roles of managers, leaders and employees during change.

**Paradigm Effect, The.** Helps people understand the power of their paradigms, and what happens when they shift.

**Paradigm Curve, The.** Where's the paradigm, and where's the viewer's location in its cycle.

**Paradigm Partners.** Identifies them within the organization; their views, roles, and their reactions.

**Paradigm Hunting.** Barker offers 2 simple steps to discover the future.

*Purchase only, \$745*

**PARADIGM PIONEERS**

(STAR THROWER) 38 minutes

Joel Barker explores people who recognized paradigm shifts, taking advantage of them, to guide their organizations from concept to implementation.

*Purchase only, \$445*

**PARADIGM PRINCIPLES**

(STAR THROWER) 37 minutes

Finally Joel Barker's how-to video. He builds on "The Business Of Paradigms," defining the shift and its importance; then goes beyond with 4 principles for understanding shifts.

*Purchase only, \$445*

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*Purchase only, \$445*

**PEER TODAY, BOSS TOMORROW**

(VISIONPOINT/SOLLAH) 22 minute VHS/ DVD with ancillary materials

Helps viewers make the successful transition from co-worker to manager/supervisor; by offering 4 strategies to help them deal with difficult situations and changing relationships.

*Purchase only, \$895*

**RECIPE FOR SUCCESS**

(VIDEO ARTS) 16 minute DVD with ancillary materials

Rick Stein shares what he has learned about managing people. Using 5 key points he gives a "bottom-up" demonstration of what it takes to motivate and lead a team within restaurants.

*Rental \$295; Purchase \$795*

**RE-IMAGINE! BUSINESS EXCELLENCE IN A DISRUPTIVE AGE**

(ENTERPRISE MEDIA) 74 minute DVD or each averaging 15 minutes

Based on his book, Tom Peters presents profiles of 7 different companies exemplifying his thinking of screwing up, destroying, and "thinking weird" drive their day. Each company faced major challenges and responded by inventing entirely new opportunities. The 7 companies, are individually presented case studies, also individually available. \*Memorial Hospital & Health-Works; \*Kids Museum; \*Turner Network Television (TNT); \*\*Jordan's Furniture; \*OXO Good Grips; \*\*Ellie Mae; \*Deloitte; and \*The Container Store.

*\*Each: Rental \$345; Purchase \*\*\$595 & \*\$795; Series Purchase \$1,995*

**RELATIONSHIP STRATEGIES: IMPROVE WORKPLACE COMMUNICATION**

(MEDIA PARTNERS) 2 DVD/UBF averaging 19 minutes each

Featuring Dr. Tony Alessandra, his communication techniques, 4 behavioral styles, and examples of the dove, owl, eagle, and peacock for successfully interacting with others.

**Part 1. Understand & Identify.** Viewers learn how to identify their own, as well as the styles of others.

**Part 2. Adapt.** Focuses on how individuals can adjust their communication for positive relationships.

*Purchase only, \$595, both \$995.*

**SERVANT LEADERSHIP**

(TRAINERS TOOLCHEST) 25 minute, DVD

This leadership concept relies upon teamwork and community, this video offers 2 parts. The first presents an historical and conceptual overview. While the second presents a 10 characteristics of the servant leader.

*Rental \$195; Purchase \$495*

**SID STORY, THE**

(MEDIA LEARNING) 20 minute DVD

Dennis Franz, positive management and the technique of "Planned Spontaneous recognition" for effective and enthusiastic employees. Spanish too.

*Purchase \$845, DVD has Spanish*

**SMART QUESTIONS**

(MONAD) 25 minute DVD

A step-by-step video on asking questions that get the right answers for sales and non-sales situations; creating a positive, open, motivating, efficient, and communicative atmosphere.

*Rental \$195; Purchase, \$395*

**SPIRIT AT WORK, THE**

(STAR THROWER) 24 minutes

James Autry offers a 5-point program connecting with people, getting them motivated, and being effective as a team.

*Purchase only, \$445*

**STEPHEN COVEY'S LESSONS IN LEADERSHIP SERIES**

(MEDIA PARTNERS) 4 video program, DVD

**A Grandeur Goal.** Love and forgiveness is the theme of how one man is providing direction for young, unemployed men in Uganda (11 minutes).

**Journey To Discovery.** A successful writer, unable to write, rediscovers the passion and motivation for breakthroughs and innovations (14 minutes).

**A Better Way.** The concept of "win-win" is resurrected by 3 South African retailers in an attitude shift from competition to cooperation with customers, vendors and employees (15 minutes).

**Law Of The Harvest.** Created by patience, perseverance, and preparation; a potato kills the philosophy of technology and quick fixes (7 minutes).

*Each: Purchase only, \$745*

**STEPHEN COVEY ON LEADERSHIP**

(MISSIONPOINT/SOLLAH) 4 minutes

Composed of meaningful thoughts and quotes by Covey, this video also contains awe-inspiring images of nature and memorable music.

*Purchase only, \$198; DVD only, \$99*

**TAKEAWAY FOR MANAGERS SERIES**

(ATS) 6 DVDs averaging 9 to 12 minutes each with ancillary materials

Directed at managers/supervisors to acquaint them with the basics of legal issues. Straightforward and short with 4 vignettes per title, the series can serve as a complete EEO/Legal Compliance Program.

**ADA In A Nutshell; Can I Ask That? Legal Interviewing; Discipline, Documentation & Termination; Diversity, Respect &; Legal Compliance; FMLA In A Nutshell; and Sexual Harassment** (also CA version).

*Each. Purchase only, \$495; all 6, \$1795*

**TALENT! HOW TO WIN THE GREAT WAR FOR TALENT**

(ENTERPRISE MEDIA) 25 minute DVD, with ancillary material

Today's, new competitive advantage isn't from factories, but from people—talent! Tom Peters offers 10 vital lessons for becoming a talent fanatic.

*Rental \$250; Purchase \$59 5.*

**TALENT MANAGEMENT: HOW TO RETAIN YOUR BEST PEOPLE**

(VIDEO ARTS) 25 minute DVD

Offers 3 key reasons why employees are inclined to leave; stress, feeling undervalued or bored. This video presents solutions for spotting these issues and holding critical people.

*DVD purchase only, \$870. Weekly digital rental only*

**TEAM OF CHAMPIONS**

(MONAD/MIINDLINK) 29 minute DVD

John Parker Stewart shares the key leadership traits team builders need in creating an effective team that successfully works together.

*Rental \$250; Purchase \$595*

**THEIRS NOT TO REASON WHY: THE STORY OF LT. WM. SOWDEN SIMS**

(MONAD) 12 minute DVD with ancillary materials

A case study that made history, by defeating "the satisfaction of status quo." Useful for all levels of sales and non-sales persons, it focuses on change, problem-solving, motivation, and selling new ideas.

*Rental \$195; Purchase \$495*

**THIS IS GOING TO HURT ME MORE THAN IT HURTS YOU**

(VIDEO ARTS) 27 minute DVD

John Cleese shows how to give bad news, badly; but then shows how to have an employee accept it without becoming demotivated.

*DVD purchase only, \$870. Weekly digital rental only*

**THRIVING IN A TECHNO WORLD**

(ENTERPRISE MEDIA) 32 minutes

Filmed at Training '97, Tom Peters and a Roundtable panel of experts respond to questions about what leaders, organizations and individuals can do to survive and thrive on the chaotic years ahead.

*Purchase only, \$195*

**TNT: DEALING WITH CHANGE (Re-imagine! Series)**

(ENTERPRISE MEDIA) 14 minute DVD and workbook

This case study shows how to develop and implement programs that allow co-workers and employees to understand change and embrace it.

*Purchase only, \$195. Quantity discounts.*

**TRAINING WHEELS (Spirit Clips Series)**

(SPIRIT EMX) 2minute DVD

Shows managers/supervisors how to be good mentors, leaders, the need for patience, practice, so employees can learn new skills and be self-reliant.

*Purchase only, each; \$295. Quantity discounts.*

**TRANSITION TO BOSS IS...**

(SOLLAH) 3 minute DVD

Focuses on managers/supervisors accepting their new role, establishing clear boundaries, communicating, learning and doing the actions that can make them successful.

*Purchase only, \$295*

**TWELVE (12) ANGRY MEN: TEAMS THAT DON'T QUIT UPDATED**

(ADVANCED KNOWLEDGE) 23 minutes

Advanced Knowledge has updated its bestselling video that stars Henry Fonda. Using clips of this award-winning, classic movie, a jury contentiously tries to decide the innocence or guilt of a boy indicted for murder. In this new version, examples of organizational teams meeting and discussing relevant issues are interspaced with the correlating scenes from the movie. They focus on the interactions, reactions, prejudices, reasoning, and the personalities of the participating jury members. Dr. Margaret Wheatley's analyzes all the action, while explaining 5 key concepts for enabling teams/groups to successfully achieve their goals and/or render fair decisions

*Purchase \$795. Online rentals only. Call for pricing.*

**TWELVE (12) ANGRY MEN: TEAMS THAT DON'T QUIT SERIES**

(ADVANCED KNOWLEDGE) 4 DVD program averaging 5 to 7 minutes each

These 4 segments have been edited, so as to focus specifically on the points each title presents. In addition, scenarios are interspaced in each segment that correlates the points of the film to organizational situations

**We Need To Talk!** Sets the plot of a 12 man jury having to decide the innocence or guilt of a boy being tried for murder. It also presents 5 key points that are required by teams/groups for having deep and careful discussions so as to arrive at effective, fair decisions.

**The Different Kind of Leadership.** This title focuses on the leader encouraging team members to be actively involved in the conversations; fearlessly express their views; avoid imposing his beliefs on the team; keep their minds open; and keep them from settling for easy answers.

**The Decision-Making Environment.** The need to adopt the assumption of equality, which promotes the right of every participant to be respected for their opinion; and be allowed to express it. This is a critical attitude for being able to move toward a positive result.

**Diversity And Inclusion.** Offers 4 key points focusing on how each individual's diverse background, results in different views that affect their perspective of the issue and/or problem the participants are attempting to solve.

*Each. Purchase only, \$295. Buy 3 DVDs and get 1 free.*

**UNORGANIZED MANAGER, THE**

(VIDEO ARTS) 3 DVDs, averaging 26 minutes each

**Part 1.** John Cleese as St. Peter, dramatizes consequences of poor organizational skill and the inability to delegate.

**Part 2.** Focuses on time management and how it undermines a manager's or subordinate's ability to be productive

**Part 3.** Focuses on the skills of delegating, motivation, communication and goal setting

*Each. Purchase only, \$999, series-\$2,495. Weekly digital rental only*

**WE WILL**

(GROH) 19 minute DVD with ancillary materials

Kevin Plank, founder and CEO of Under Armour, presents his philosophies that inspire and motivate his organization to each new level of growth. Creating passion and energy, and sharing core values in the belief that brands must have purpose, while giving back as they prosper.

*Rental \$495; Purchase \$1,095*

**WHALE DONE! PROGRAM**

(SOLLAH) 3 DVD program with ancillary materials

Ken Blanchard presents a concept used by the whale trainers of SeaWorld; and how to use it within organizations.

**1. Whale Done!**\* A 21 minute video of Blanchard showing viewers how to improve relationships by building trust, accentuating the positive, and redirecting energy when things go wrong.

**2. Whale Done! In Action.\*\*** A 15 minute companion video showing the concept applied to real-life business situations; plus offering 2 critical skills.

**3. Accentuate The Positive.\*\*\*** A short meeting opener.

*Purchase only, \$595\*; \$695\*\*; All 3 \$1,295. This title only \$99\*\*\**

**WHAT IT REALLY TAKES TO BE A WORLD CLASS COMPANY**

(ADVANCED KNOWLEDGE) 23 minutes

Clem Sunter identifies 7 attributes, 1 rule and several examples for identifying world class designations.

*Rental \$195; Purchase \$695*

**WHERE THERE'S A WILL...LEADERSHIP & MOTIVATION**

(VIDEO ARTS) 29 minute DVD

For managers on how to lead and motivate their employees.

*DVD purchase only, \$870. Weekly digital rental only*

**WHO SAYS WE CAN'T DO IT**

(ENTERPRISE MEDIA) 12 & 20 minute versions

A motivational program about Lance Armstrong's overcoming cancer and winning the Tour De France 3 times. It emphasizes the importance of goals, tactics, teamwork and leadership for any successful undertaking.

*Rental \$345; Purchase \$795*

**WISDOM OF CARING LEADERS**

(SUCCESS MEDIA) 13 minute DVD with ancillary materials

Shows viewers 5 leaders presenting their philosophies for developing strong leadership skills.

*Purchase only, \$695*

**WOULD I FOLLOW ME?**

(VIDEO VISIONS) 18 minute DVD

Shows how a leader's behavior affects the success of a workgroup, while offering vignettes on the wrong and right way to lead.

*Rental \$395; Purchase \$695*

**WOULD I INSPIRE ME?**

(VIDEO VISIONS) 21 minutes DVD with ancillary materials

This video offers 4 critical tools as it shows viewers how to make work life meaningful, productive, and rewarding; for their team, their subordinates, and themselves.

*Rental \$395; Purchase \$795*

**WOULD I WORK FOR ME?**

(VIDEO VISIONS) 20 minute DVD

Offers 8 key skills, while demonstrating a supervisor's behavior in realistic situations. First as newly appointed, then as an experienced manager, who has learned from his mistakes.

*Rental \$395; Purchase \$695*

**WE ARE THE ONES**

(STAR THROWER) 5 minute DVD

The picturesque Southwest is the backdrop for individuals and groups to think about the concepts of responsibility, leadership, vision, determination, teamwork, change, value, motivation, innovation, and inspiration.

*Purchase only, \$445*

**WHAT A MANAGER SHOULD SAY**

(ADVANCED KNOWLEDGE) DVD 5 minutes

Focuses on using words in a creative, respectful, and positive manner, to get acknowledgement, commitment and successfully complete a task.