

# Blanchard® Channel Partner Programs

This document outlines the Blanchard® Programs available through Relā. More detailed PDF's are available for each individual program.

Situational Leadership® II Suite	Positioning Statement	Approved Copy Point
<p>Situational Leadership® II (SLII®)</p> <p>The SLII Experience™</p>	<p>Develop competence, gain commitment, and retain talent</p>	<p>Situational Leadership® II (SLII) is the most widely taught leadership model in the world. SLII creates a shared process, language, and model for building leadership across all levels of an organization. The new learning design, The SLII Experience, uses game-changing techniques that immerse learners in SLII quickly, deeply, and effectively. The outcome is that learners get up to speed and start using SLII faster than ever before.</p>
<p>Situational Frontline Leadership</p>	<p>Improve leadership skills required to partner for performance at each stage of development</p>	<p>Situational Frontline Leadership shows frontline managers how to diagnose individual situations and employ core communication skills to partner for performance.</p>
<p>Situational Self Leadership</p>	<p>Build confidence, drive high performance, and grow leaders</p>	<p>Situational Self Leadership is designed to create and foster self-empowered and engaged leaders at all levels of the organization. Participants examine what motivates them, build confidence and self-reliance through knowledge and skills, and learn strategies to gain more satisfaction from their work by challenging their notion of leadership.</p>
<p>Situational Team Leadership</p>	<p>Encourage collaboration and problem solving in complex team situations</p>	<p>Situational Team Leadership offers an innovative and flexible approach to complex team issues through a powerful five-step method. Participants acquire tools and learn processes to synchronize team members faster and more successfully to encourage collaboration and better problem solving.</p>

Skills Training Modules	Positioning Statement	Approved Copy Point
Management Essentials®	Essential Skills from The New One Minute Manager	Management Essentials is a program to help new managers successfully transition from individual contributor to leader of others. This unique program is exclusively based on content from one of the most important leadership books of our time, <i>The New One Minute Manager</i> ®, by Ken Blanchard and Spencer Johnson.
Coaching Essentials®	Two-day workshop that helps managers adopt more coach-like behaviors	Coaching Essentials helps leaders to integrate coaching into their leadership style by developing coaching skills and applying new behaviors to help employees reach higher levels of performance and professional development.
Leading People Through Change®	Achieve desired change and enhance business performance	This program teaches leaders how to identify and address the typical questions that arise during major change initiatives; it teaches the appropriate strategies to resolve the corresponding behaviors and concerns.
Legendary Service®	Involve your people in developing an exceptional customer service experience	The Legendary Service program helps leaders focus on the critical role and responsibility of implementing the company's service culture through employees, as well as crafting a plan on how to support their employees through a systematic approach that enables service to become the competitive edge for your organization.
Optimal Motivation®	Learn to create a workplace where people achieve goals and flourish through high-quality motivation	This program teaches how people can identify and modify their motivational outlook. Individuals can be taught how to reframe their perspective and choose a high-quality motivational experience at any time and for any task, boosting their performance and engagement levels.