

Relā and Blanchard® Programs for Channel Partner Use

This document outlines the Blanchard® Programs available through Relā. Most programs have a virtual offering and SLII additionally has an OnDemand offering. Please inquire at info@relaleadership.org for pricing and to schedule an info session to see if any of the Blanchard® Programs are right for you and your team.

SLII® Suite	Positioning Statement	Approved Copy Point
SLII® (SLII®) The SLII Experience™	Develop competence, gain commitment, and retain talent	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.
Frontline Leadership	Improve leadership skills required to partner for performance at each stage of development	Frontline Leadership shows frontline managers how to diagnose individual situations and employ core communication skills to partner for performance.
Self Leadership	Build confidence, drive high performance, and grow leaders	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.
Team Leadership	Encourage collaboration and problem solving in complex team situations	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.

Skills Training Modules	Positioning Statement	Approved Copy Point
Listening	Improve commitment and engagement	The Listening program is based on Five Fundamentals of Proactive Listening and teaches the communication skills needed to build trust through better listening. When put into practice, these simple methods can reduce workplace stress and promote self-reliant problem solving.
Giving Feedback	Improve performance, trust, confidence, and productivity	The Giving Feedback program uses a behavioral approach to teach participants how to deliver four specific types of feedback. Utilizing a situational focus, leaders learn to identify the type of feedback that is most appropriate for the given situation.
Challenging Conversations	Resolve conflict and improve engagement in difficult situations	The Challenging Conversations program guides participants through the five interconnected steps that are critical to successfully having a challenging conversation. Using this flexible model, individuals learn how to speak up directly and resolve conflict without alienating the other person and learn to stay focused, even when triggered by what they are hearing.
Building Trust	Revive and nurture relationships by learning to talk about trust	The Building Trust program is built on the ABCD Trust Model—a simple yet powerful tool that teaches the four elements of trust that are critical to creating and sustaining trustful relationships. Participants gain awareness of and sensitivity to the behaviors that influence trust and learn how to build and sustain trust effectively.
Leading Virtually	Effectively lead people who work in remote locations	Leading Virtually teaches leaders to overcome challenges through three specific focus areas of leadership. The disciplines outlined in this program help virtual leaders effectively choose how they interact with direct reports to help create more satisfied and loyal employees.

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Goal Setting	Get people off to the right start	Individuals get off to the right start by creating goals that are truly SMART so they can focus their energy, sustain motivation, and increase the likelihood of achieving successful outcomes.
Blanchard Online Learning	World-class content delivered in the cloud	Deliver self-paced, flexible elearning solutions to learners you can't convene in a classroom or to those learners who prefer to do everything online. Blanchard Online Learning curriculum for managers and individuals leverages world-class content delivered through award-winning technology to reach today's learners.
Blanchard Online Learning Lessons	A la carte lessons to address specific skills or gaps	For organizations needing to pinpoint specific skills or address gaps for learners, Blanchard Online Learning offers the flexibility you need. Lessons are available individually so you can tailor your learning journey while leveraging world-class leadership training content.
First-time Manager	Essential Skills from The New One Minute Manager	First-time Manager 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.