

Hard Skills Programs

TRI Corporation delivers effective and engaging learning experiences to develop leaders in all functions and levels in your organization. Curriculum spans financial leadership, general leadership, business acumen and targeted initiatives that help leaders learn how to create value.

PROGRAM	CUSTOM/ GENERIC	ENTRY	MIDDLE	SENIOR	IN RESIDENCE	VIRTUAL	DURATION
FINANCE							
Finance for Finance Professionals	C	●	●	●	●	●	Scalable to need
FINANCE/LEADERSHIP							
Critical Equations for Business Leaders – reading content and 2-hour webinars (Price vs Volume, Variance Analysis, DuPont Model, Cost of Capital, Power Laws, Real Options, Bayesian Probability, Economic Profit, Cash Flow)	G	●	●	●	●	●	2-4 hrs.
Leadership Soft Skills Development	G	●	●	●	●		2 hrs.-5 days
University 360/TRI Leskin Assessment	G	●	●	●	●	●	4 hrs.
Customer Economics	C/G		●	●	●		4 hrs.-1 day
Risk Culture Assessment	C			●	●		1 day
Enterprise Risk Management	C		●	●	●		1-2 days
Executive Leadership	G		●	●	●		1-5 days
Know the Business Variations: <ul style="list-style-type: none"> • Computer Software • Solar Panels • Real Estate • Supply Chain • Medical Scanner • Oil & Gas Safety • Consumer Products • Baby Food 	G	●	●	●	●		1½-2 days
Know Your Business	C	●	●	●	●		1½-2 days
Ten Cents Workshop	C			●	●		2 days
Planning Your Business	C	●	●	●	●		2-5 days
Customer Meeting Experience	C	●	●	●	●		3-5 days
Leading the Business Variations: <ul style="list-style-type: none"> • Smart Credit Card • Medical Scanner • Medical Scanner supply chain only • Nurses Aid • SAAS Financial Software • SAAS Workflow Software 	G	●	●	●	●	●	3-5 days (R) Several weeks (V)
Grow the Business	G	●	●			●	Several weeks
LEADERSHIP							
Finance for Non-Finance Professionals	G	●	●	●	●	●	4 hrs.-1 day

Soft Skills Programs for Leadership Development & Business Acumen

TRI Corporation's soft skills modules and team-building activities focus on developing the social proficiencies that distinguish great leaders in all functions. Book one or weave several together to create a multi-disciplinary, multi-day program. Most are appropriate for all levels, and all can be customized to achieve your organization's specific learning objectives.

PROGRAM	ENTRY	MIDDLE	SENIOR	IN RESIDENCE	VIRTUAL	DURATION
INDIVIDUAL CONTRIBUTOR MODULES						
Building a Positive Personal Brand	●	●	●	●	●	90 mins. (overview) or ½ day (incl. practice sessions, exercises)
Personal Values	●	●	●	●		2 hrs.
Influence Skills and Techniques	●	●		●		2-2½ hrs.
Understanding Diverse Leadership Styles: Social Styles	●	●	●	●		2-3 hrs.
Communication Skills	●	●		●		4 hrs.
Understanding Diverse Leadership Styles: MBTI®	●	●	●	●		½ day or more
Conflict Resolution	●	●	●	●		1 day
Planning for Success	●	●		●		1 day
Presentation Skills	●	●	●	●		2 days (rec.); also avail. in 1-day or 90-min. versions
MANAGER MODULES						
Motivating and Recognizing Employees		●	●	●		90 mins. (overview only); ½ day (incl. practice sessions)
Difficult Conversations		●	●	●		2½-3 hrs.
Delegating Effectively		●	●	●		3 hrs.
Coaching for Development (GROW)		●	●	●		3 hrs. or 1 day (combined with feedback)
Delivering Feedback Effectively		●	●	●		½ day
Global Teams: Working Remotely		●	●	●		½ day
Managing Change		●	●	●		½ day
Power of Great Teams		●	●	●		½ day with survey
Behavior-Based Interviewing		●	●	●		½ day (theory only); 1 day (with practice sessions)
Managing Generations in the Workplace			●	●		½ day or more
Managing Meetings		●	●	●		1 day
Multi-Day: Executive Leadership			●	●		1 full or 2 half days
Multi-Day: New Manager Development		●		●		Min. 2 full or 4 half days
TEAM MODULES AND TEAM-BUILDING ACTIVITIES						
Action Learning	●	●	●	●		Min. 90 mins.-2 hrs. (min. 10-15 mins. per person)
New Manager Assimilation		●	●	●		Min. ½ day
Team Building Exercises	●	●	●	●		Varies
GE Workout	●	●	●	●		Varies; 2½ days rec.