



**GENERAL SERVICES ADMINISTRATION
Federal Supply Schedule
Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! Is: GSAAvantage.gov

MOBIS Schedule Title: Schedule 874 for Training Aids & Devices
FSC Group: 874
PSC Class: U006
Contract number: GS-02F-0077R

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fssgsa.gov

Contract Period: January 24, 2005 through January 24, 2015



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Website: www.Bobpikegroup.com
Business size: small business

On-site and Public Solutions (Full training continuum)

Workshop Title	On-site Workshop Page #	Public Workshop Page #
Train-the-Trainer Boot Camp Train-the- Trainer Boot Camp Plus NEW ADDITION	X – page 3	X – page 14
Presentation Skills for Professionals (formerly called Presentation Skills for SME's and Trainers)	X – page 4	X – page 14
Instructional Design for Participant-Centered Training	X – page 5	X – page 15
Getting Started with E-Learning	X – page 6	X – page 15
Introduction to E-Learning and Webinars NEW ADDITION	X – page 7	
Webinars that Work - Classroom Webinars that Work - ONLINE NEW ADDITION	X – page 8	X – page 16
Creative Training and Facilitation Techniques	X – page 9	Not applicable
Coaching for Success NEW ADDITION	X – page 10	X – page 16
Advanced Creative Training Techniques NEW ADDITION	X – page 11	Not applicable
Optional Application Day (add to any program above)	X – page 11	Not applicable
Interactive Key-notes and Con-currents – ½ day-Full day	X – page 12	Not applicable
Bob Pike's Annual Training & Performance Conference		X – page 17

Workshops range in length from **3 hours to 5 days** based on your objectives, timeframe and budget.

Prices do not include travel expenses. International Travel additional fee of **\$2,000** for extra travel.



On-site Solutions

Train the Trainer Boot Camp

SIN # 874-4

This two to three-day program is based on the results of more than 125,000 attendees who are dramatically improving the design and delivery of their training programs while incorporating our participant-centered methodology. Formerly titled Creative Training Techniques™, it is considered to be the professional standard in the train-the-trainer programs.

Learning Objectives:

- Apply participant-centered learning to increase retention
- Apply current research on adult learning
- Increase retention and motivate adults to apply what they learned
- Acquire proven techniques and processes to design and deliver training in 25% less time.
- Use participant buy-in, accountability and personal action plans to help ensure transfer to the job with measureable results

Objectives:

As a participant in this workshop, you will:

- Create powerful new openings for your training
- Use an eight-step process to transform your current courses into high impact, learner-centered courses
- Become familiar with 54 alternatives to lecture
- Apply the latest adult learning theories to your design and delivery
- Use the CORE processes to increase retention and on-the-job application
- Apply CPR to all your training
- Accelerate learning in special situations like computer training and technical training

Take-Aways:

You will leave the workshop with:

- *The Creative Training Techniques Handbook, Third Edition*, by Bob Pike
- The Train-the-Trainer Boot Camp interactive workbook
- The *Creative Training Techniques* Newsletter
- Certificate of Boot Camp Attendance and Completion
- Training Action Plan
- Teaching Across the Generations Grid

CLICK HERE FOR: [2 day Agenda](#) or [3 day Agenda](#)

2 day workshop (includes workbook, Creative Training Techniques Handbook, and student materials)

Cost for up to 20 participants - **\$11,250** (2010 Price: no increase)

Each additional participant **\$215** (2010 Price: no increase)

3 day workshop (includes workbook, Creative Training Techniques Handbook or SCORE Book, more time for adapting, adoption and applying key concepts, practice and student materials)

Cost for up to 20 participants - **\$16,995**

Each additional participant **\$215**

Prices do not include travel expenses.

See page 14 for public workshop options for this course.

On-site Solutions continued...

Presentation Skills for Professionals

SIN # 874-4

(Formerly called Presentation Skills for SME's and Trainers)

An excellent first step for anyone preparing to:

- Present to an important audience
- Train employees
- Transition from subject matter expert to trainer
- Present new material
- Enhance platform skills

Learning Objectives:

- Apply new techniques to make your presentations professional and effective
- Overcome fears, temper tension, project your voice and set the pace for your audience
- Prepare your point with the end in mind
- Speak with your body and learn the gist gestures
- Pay attention to the people while presenting your point
- Propel your presentation with effective PowerPoint®
- Use of prop & tool techniques which speed transfer to long term memory
- Practice, practice, practice! Application time includes video taping and feedback from our trainer.

Take Aways: You will leave the workshop with:

- Multiple approaches to propel your presentation with effective PowerPoint
- Facts about body language, voice projection and gestures
- Ten tools that grab, ignite and keep the learner engaged
- Checklists to help you write objectives, assess performance and organize your material
- Eighteen entertaining engagers to energize adult learners
- Strategies to handle questions like a pro
- Methods to gauge learner comprehension
- A DVD of you adapting, adopting and applying participant-centered strategies

CLICK HERE FOR: [3 day Agenda](#)

3 day workshop

- Includes interactive workbook, book giveaways, and student materials
- Cost for up to 20 participants - **\$15,120** (2010 Price: no increase)
- Each additional participant **\$159** (2010 Price: no increase)
- Prices do not include travel expenses

See page 14 for public workshop options for this course.

On-site Solutions continued...

Instructional Design for Participant-Centered Training

SIN # 874-4

Apply our eight step design process to create new training courses or enhance existing programs. Adapt, adopt and apply this proven design process during this workshop which empowers you to create instructor-led participant-centered courses.

Learning Objectives:

- Discover how to assess your audience
- Identify training method and level of knowledge message by audience
- Write a measurable objective with ease
- Design behavior based-based job aids and checklists
- Establish how and when to test
- Analyze purpose, audience, and timing to select the best media and delivery option
- Design handouts that are takeaways not throwaways

TAKE AWAYS: You will leave the workshop with:

- Steps to design a training project from start to finish
- A checklist of over 30 needs assessment questions
- Templates for needs assessment and lesson plan development
- Practical steps to break down a complex and overwhelming design project
- Taking an overwhelming project and breaking it down
- Job aids for planning, designing and evaluating
- Strategies to estimate design time and teaching time
- Job aid for integrating Subject Matter Experts or management in the design and training process
- 15 tips to optimize design time and budget
- Completed personal time mastery profile
- The book *101 Games Trainers Play*

CLICK HERE FOR: [3 Day Agenda](#)

3 day workshop

- Includes workbook and student materials
- Cost for up to 20 participants - **\$17,550** (2010 Price: no increase)
- Each additional participant **\$215** (2010 Price: no increase)
- Prices do not include travel expenses

See page 15 for public workshop options for this course.

On-site Solutions continued...

Getting Started with E-Learning

SIN # 874-4

Many companies spend \$100,000s on e-Learning programs and systems—and discover they made a poor decision.

In order to avoid these mistakes, attend this content-rich, highly interactive workshop, to cover the fundamentals of e-learning. This workshop covers the basics of e-Learning terminology, practices and getting started with e-Learning design.

After attending this workshop, you'll be able to avoid costly e-Learning mistakes by knowing how to distinguish between good and bad e-Learning, how to assemble the talent for your next e-learning project and how to ask the right questions of eLearning specialists. You'll have the confidence and knowledge to contribute in the e-Learning decision-making process for your company.

After attending this workshop, participants will be able to:

- Recognize e-learning's core concepts and vocabulary
- Acquire best practices for online facilitation
- Research core technologies and milestone products
- Examine instructional design models
- Practice writing learning objectives
- Practice searching techniques
- Validate search results
- Experience multiple e-Learning modules and assess the good and bad techniques used
- Evaluate the advantages and disadvantages to different e-learning components
- Discuss characteristics and qualities of a successful e-learning design team
- Examine multiple career opportunities (job roles for e-learning)
- Examine instructor-led and participant-centered instructional model for e-learning
- Examine online content and determine what is memorable and media-rich
- Recognize content delivery options

WHO:

- Any professional getting started with e-learning
- Classroom trainers/instructors mandated to move courses to an online platform
- Seasoned trainers with little or no formal training in e-learning
- "Instructional designers" and performance consultants seeking electronic solutions
- Subject matter experts (SME's) exploring performance solutions
- Subject matter experts (SME's) or information technology staff charged to make e-learning happen
- Technical writers doing online documentation expanding to e-learning

CLICK HERE FOR: [3- day agenda](#)

3 day workshop – 2 days onsite and 1 day offsite/online

- Includes workbook, a few E-learning Handbook giveaways, and student materials
- Cost for up to 20 participants - **\$17,096** (2010 Price: no increase)
- Each additional participant **\$252** (2010 Price: no increase)
- Prices do not include travel expenses

See page 15 for public workshop options for this course.



On-site Solutions continued...

Introduction to E-Learning and Webinars

SIN # 874-4

This most requested program combines the best of our Getting Started with E-Learning Workshop with our Webinars that Work Workshop into a two-day highly interactive and powerful session.

Acquire the best practices for online facilitation and training in an online learning environment.

Program Overview

Discover the difference between e-learning that gets used and doesn't get used. This content-rich, highly interactive course lets you examine the essential e-Learning AND webinar terminology, tools, technology, and best practices. You will be able to distinguish good and bad e-learning and webinar approaches and how to ask the **right** questions before getting started.

Following this course you will be able to:

- Recognize web and e-learning's core concepts and vocabulary
- Acquire best practices for online facilitation (WIFI needed)
- Practice searching techniques
- Evaluate the advantages and disadvantages to different web and e-learning components

2 day workshop

- Includes blended workbook and student materials
- Cost for up to 20 participants - **\$14,295**
- Each additional participant **\$250**
- Prices do not include travel expenses

On-site Solutions continued...

Webinars that Work: Creating Memorable Meetings Across the Globe

SIN # 874-4

It's time to put WOW back into your webinar! Discover or rediscover techniques that will make the driest material come to life on the screen and over the phone. This is a crash course in designing creative webinars and increasing retention and ultimately the transfer of the learning. With so many learners checking out of web casts and doing email or finishing another task it is important to involve the listeners and participants every 4 minutes. But how? This session really dives into tips on how to do just that. We will explore four techniques for delivering interactive webinars to as many as 1,000 people at a time. These include chunking content, openers that break pre-occupation, closers with action plans, revisiting content throughout. With the increase in webinars it is really important for people to also look at what they should be doing before, during and after their session to get the most out of their session and reduce challenges during. (Offered in Classroom or ONLINE)

By the end of the session, participants will:

- Have a better understanding of how to engage an audience on a webinar, no matter the platform they are using.
- Walk away with practical tips on what to do before, during and after a webinar to produce successful webinars.
- Be better equipped to lead an interactive and interesting webinar.

Workshop Objectives:

- Create effective opening and closing strategies for webinars.
 - Evaluate methods to successfully teach and engage the webinar learner.
 - Acquire tactics creating and maintaining trainer and participant motivation.
- This session is primarily participatory and interactive in nature. Participants will learn not only from the content being presented and modeled but from one another as well. From time to time participants will interact through writing, viewing, listening and connecting.

Workshop Outline:

- 10 Deadly Sins of Webinars
- 3 Tests for a Powerful Opening (with 3 examples)
- 3 Tests for a Powerful Closing (with 3 examples)
- Choosing and Using Group Leaders
- 8 Dynamite Ways to Energize Audiences
- Increase Success - by looking at what to do before, during and after the session

CLICK HERE FOR: [2 day Agenda](#) (Offered in Classroom or ONLINE)

2 day workshop

- Includes interactive workbook divided into the need to know, nice to know and where to go (reference), and student materials including a 30 point job aid of things to do before, during and after their webinar and web addresses of sites that have free interactive experienced that can be used while on a webinar
- Cost for up to 20 participants in Classroom
\$14,940 (2010 Price: no increase)
 - Each additional participant **\$198** (2010 Price: no increase)
- Cost for up to 20 participants ONLINE SESSION - **\$9,995**
 - Each additional participant **\$40**
- Prices do not include travel expenses

See page 16 for public workshop options for this course.

On-site Solutions continued...

Creative Training and Facilitation Techniques (One day Workshop) SIN # 874-4

This most requested program combines the best of our Train-the-Trainer Workshop with our Presentation Skills Workshop into a one-day highly interactive and powerful session.

Key Objectives for this very valuable workshop include to:

- ✓ Provide a consistent and empowering training experience that clearly outlines and trains on principles of effective: presentation and delivery skills, engagement, interaction, platform skills, taking Subject Matter Experts (SME's and trainers to the next level, motivating students, retention, and more
- ✓ Model up-to-date presentation tips, techniques and tools to assist SME's and Trainers in making their training sessions more powerful, engaging and interesting
- ✓ To add to SME/trainer tool kits with new, creative and proven techniques and strategies they can use with their very next session while increasing their confidence and retention

1 day workshop (includes blended workbook and student materials)

- Cost for up to 20 participants - **\$6,836** (2010 Price: no increase)
- Each additional participant **\$167** (2010 Price: no increase)
- Prices do not include travel expenses

Creative Training and Facilitation Techniques (Two day Workshop) SIN # 874-4

This most requested program combines the best of our Train-the-Trainer Workshop with our Presentation Skills Workshop into a two-day highly interactive and powerful session with more time for adapting, adopting and applying new techniques.

Key Objectives for this very valuable workshop include to:

- ✓ Provide a consistent and empowering training experience that clearly outlines and trains on principles of effective: presentation and delivery skills, engagement, interaction, platform skills, taking Subject Matter Experts (SME's and trainers to the next level, motivating students, retention, and more
- ✓ Model up-to-date presentation tips, techniques and tools to assist SME's and Trainers in making their training sessions more powerful, engaging and interesting
- ✓ To add to SME/trainer tool kits with new, creative and proven techniques and strategies they can use with their very next session while increasing their confidence and retention

2 day workshop

- Includes blended workbook and student materials
- Cost for up to 20 participants - **\$11,250** (2010 Price: no increase)
- Each additional participant **\$198** (2010 Price: no increase)
- Prices do not include travel expenses

On-site Solutions continued...

Coaching for Success

SIN # 874-4

Sometimes the Only Difference Between a Mediocre Employee and a Stellar Employee is a Great Coach!

Coaching is a core competency in today's high performing workplace, yet most supervisors and managers have had little or no training in effective coaching. This workshop will help your supervisors and managers learn the strategies and skills to deal with tough people issues and coach people to top performance.

This one to two-day career-enhancing program is a must for anyone who is responsible for getting results through people, including managers, supervisors, team leaders, coaches and meeting facilitators and can be **customized** for your objectives.

Watch your managers and team leaders gain confidence as they:

- Stay focused on solutions, not problems.
- Learn to build trust and respect.
- Understand the five key roles of coaches and when to use each role.
- Maintain self-control and dignity under pressure.
- Practice the skills of resolving tough people issues.
- Make requests rather than complaints.
- Learn how to hold employees accountable
- Understand how to coach and reward good behavior.

Participants practice this coaching model and get comfortable addressing and confronting poor performance, unacceptable behaviors and inappropriate language and actions in the workplace. Managers learn when and how to appropriately praise and reward good performance. Managers develop the skills needed to coach their people to become stellar performers and determine when it is best to terminate a poor performer.

The Coaching with Confidence empowering workshop **incorporates the highly acclaimed DISC model** of human behavior. DISC provides a non-judgmental language for exploring behavioral issues and helps people understand their behavioral style, develop the ability to read other people's styles, and learn how to relate to people more effectively.

The resulting benefits for your organization will be enhanced communication, reduced conflict, quicker problem resolution, and encouraged employees, all leading to better performance and higher productivity.

CLICK HERE FOR: [2 day Agenda](#)

1 day workshop

- Includes interactive workbook and student materials
- Cost for up to 20 participants - **\$7,995**
- Each additional participant **\$150**

2 day workshop

- Includes interactive workbook, Coaching that Works books, DiSC profiles, and student materials
- Cost for up to 20 participants - **\$13,995**
- Each additional participant **\$275**

Prices do not include travel expenses.

See page 16 for public workshop options for this course.

On-site Solutions continued...

Advanced Creative Training Techniques

SIN # 874-4

The goal of our **Creative Training Techniques™** workshop is to reinforce and review the lessons learned in Bob Pike's Train-the-Trainer Boot Camp and provide solutions to participant challenges faced in implementing those lessons. Those who attend seek further knowledge and skill development in the application of Participant-Centered methods to the facilitation of effective training courses. Individuals highly experienced in the delivery of training courses will obtain **new, immediately applicable techniques** for energizing learning, boosting retention, and maximizing the transfer of training.

Learning Objectives:

- Obtain new methods for appealing to each learning style, anchoring key content in participant's long-term memory, and achieving learning objectives in cognitive, affective, interpersonal, and psychomotor domains of learning
- Break past challenges to implementation of the Participant-Centered model
- Identify new alternatives to lecture upon which to draw over time to keep training and themselves fresh and high impact

Recommended Pre-requisite is participation in the Train the Trainer Boot Camp and at least 6 months experience applying that content.

2 day workshop

- Includes advanced workbook, Super Closers-Openers-Reviews-and-Energizers (SCORE) book and student materials
- Cost for up to 20 participants - **\$11,995**
- Each additional participant **\$225**
- Prices do not include travel expenses

Optional Application Day

SIN # 874-4

MAY BE ADDED TO ANY ON-SITE PROGRAM FOR EXTRA APPLICATION.

The Bob Pike Group recommends **application time** that will allow participants to adapt, adopt, and apply key learning from the course whereby participants have an opportunity to create and deliver presentations of your own content. A Bob Pike Trainer-Consultant provides feedback and coaching to all participants.

It will also **boost the confidence and reinforce** the learning of the training staff by providing a safe, highly interactive environment, where participants can see how easy it is to apply the techniques to the content in a variety of different ways. This creates a refreshing learning environment for the trainers.

Optional Application Day:

- Cost for each application day - **\$4,600 per day** (2010 Price: no increase)
- Prices do not include travel expenses

On-site Solutions continued...**Interactive Keynote – Half Day****SIN # 874-4****Standard Topics may include:**

- Creative Training Techniques
- Presentation Skills
- Dealing with Reluctant Learners
- SCORE- Super Closers, Openers, Revisitors and Energizers
- Instructional Design
- Webinars that Work
- Powerful PowerPoint Presentations
- Generational Differences
- Re-Engaging and Re-Energizing Your Audience
- The Effective Trainers Tool-Kit

Half day keynote

- Includes trainer for up to 4 hours in one day and a few book giveaways.
- Client to print the handouts
- Cost for up to 50 participants - **\$6,206** (2010 Price: no increase)
- Each additional participant **\$15** (2010 Price: no increase)
- Extra design and customization will be an additional fee
- Prices do not include travel expenses

Interactive Keynote & Con-current Sessions – Full day**SIN # 874-4****Full day keynote and con-current sessions**

Includes trainer for a keynote and sessions for up to 7 hours in one day and book giveaways.

Standard Topics may include:

- Creative Training Techniques
- Presentation Skills
- Dealing with Reluctant Learners
- SCORE- Super Closers, Openers, Revisitors and Energizers
- Instructional Design
- Webinars that Work
- Powerful PowerPoint Presentations
- Generational Differences
- Re-Engaging and Re-Energizing Your Audience
- The Effective Trainers Tool-Kit

Full Day Keynote and Con-currents:

- Cost for up to 50 participants - **\$8,096** (2010 Price: no increase)
- Each additional participant \$23 (2010 Price: no increase)
- Client to print the handouts
- Extra design and customization will be an additional fee agreed upon in advance
- Prices do not include travel expenses

Public Workshops

Public Workshop Title:	Public Workshop Page #
Train-the-Trainer Boot Camp Train-the-Trainer Boot Camp Plus NEW ADDITION	Page 14
Presentation Skills for Professionals <small>(formerly called Presentation Skills for SME's and Trainers)</small>	Page 14
Instructional Design for Participant-Centered Training	Page 15
Getting Started with E-Learning	Page 15
Webinars that Work Classroom Webinars that Work ONLINE NEW ADDITION	Page 16
Coaching for Success NEW ADDITION	Page 16
Bob Pike's Annual Training & Performance Conference	Page 17

Public Workshops continued...

Train the Trainer Boot Camp

SIN # 874-4

Formerly known as Creative Training Techniques™, this is the most respected train-the-trainer workshop in the world

This public workshop is designed for trainers, training managers, course developers, subject matter experts, speakers, and anyone who present to three or more people

Participants will learn:

- How to effectively open and close a training session
- Why Instructor-led, Participant-centered learning increases retention
- How to apply current research on adult learning
- To identify different adult learning styles in the classroom
- How to prioritize content and the rules of lesson development
- How to increase retention and motivate adults to apply what they have learned
- How to Deal with Difficult Participants
- Correct use of audio visual materials

2 day public workshop

Includes workbook, Creative Training Techniques book and newsletter, Personal Learning Insights Profile and student materials.

Cost per participant - **\$935** (2010 Price: 20% decrease)

3 day public workshop- Train-the-Trainer Boot Camp Plus

Includes interactive workbook, Creative Training Techniques book and newsletter, Personal Learning Insights Profile and student materials.

Cost per participant - **\$1,135**

10% discount for 5 paid participants at time of registration.

Also **see page 3** for an on-site workshop. Typically less than half the price.

Click here for:

[Public Workshop Dates and Locations](#)

[2 day Agenda](#)

[3 day Agenda](#)

Presentation Skills for Professionals

SIN # 874-4

An excellent first step for anyone preparing to: present to an important audience, train employees, transition from subject matter expert to trainer, present new materials or enhance platform skills.

Learning Objectives:

- Apply new techniques to make your presentations professional and effective
- Overcome fears, temper tension, project your voice and set the pace for your audience
- Prepare your point with the end in mind
- Speak with your body and learn the gist of gestures
- Pay attention to the people while presenting your point
- Propel your presentation with effective PowerPoint®
- Use of prop & tool techniques which speed transfer to long term memory

3 day public workshop

Includes interactive workbook and student materials

Cost per participant - **\$1,000** (2010 Price: 29% decrease)

10% discount for 5 paid participants at time of registration.

Also **see page 4** for an on-site workshop. Typically less than half the price.

Click here for:

[Dates and locations](#)
[3 day Agenda](#)

Public Workshops continued...

Instructional Design for Participant-Centered Training

SIN # 874-4

Apply our eight step design process to create new training courses or enhance existing programs. Adapt, adopt and apply this proven design process during this workshop which empowers you to create instructor-led participant-centered courses.

Learning Objectives:

- Discover how to assess your audience
- Identify training method and level of knowledge message by audience
- Write a measureable objective with ease
- Design behavior based-based job aids and checklists
- Establish how and when to test
- Analyze purpose, audience, and timing to select the best media and delivery option
- Design handouts that are takeaways not throwaways

3 day public workshop

- Includes workbook, Book *101 Games Trainers Play*, student materials
- Cost per participant - **\$1,440** (2010 Price: 11% decrease)
- 10% discount for 5 paid participants at time of registration.

CLICK HERE FOR:

[Dates and locations](#)
[3 Day Agenda](#)

See page 5 for on-site workshop options for this course.

Getting Started with E-Learning

SIN # 874-4

Many companies spend \$100,000s on e-Learning programs and systems—and discover they made a poor decision. In order to avoid these mistakes, attend this content-rich, highly interactive workshop, to cover the fundamentals of e-learning.

WHO:

- Any professional getting started with e-learning
- Classroom trainers/instructors mandated to move courses to an online platform
- Seasoned trainers with little or no formal training in e-learning
- “Instructional designers” and performance consultants seeking electronic solutions
- Subject matter experts (SME’s) exploring performance solutions
- Subject matter experts (SME’s) or information technology staff charged to make e-learning happen

After attending this workshop, you’ll be able to avoid costly e-Learning mistakes by knowing how to distinguish between good and bad e-Learning, how to assemble the talent for your next e-learning project and how to ask the right questions of eLearning specialists. You’ll have the confidence and knowledge to contribute in the e-Learning decision-making process for your company.

3 day public session – 2 in class/ 1 online

Includes interactive workbook, E-learning Handbook, and student materials
Cost per participant - **\$1,000** (2010 Price: 33% decrease)

CLICK HERE FOR:

[3-day agenda](#)

See page 6 for on-site workshop options for this course.

Public Workshops continued...

Webinars That Work: Creating Memorable Meetings Across the Globe

SIN # 874-4

It's time to put WOW back into your webinar! Discover or rediscover techniques that will make the driest material come to life on the screen and over the phone. This is a crash course in designing creative webinars and increasing retention and ultimately the transfer of the learning. (offered in class or ONLINE)

Outline of the Webinars with a WOW Factor:

- 10 Deadly Sins of Webinars
- 3 Tests for a Powerful Opening and Closing (with 3 examples)
- Choosing and Using Group Leaders
- 8 Dynamite Ways to Energize Audiences
- Increase Success - by looking at what to do before, during and after the session

By the end of the session the learner will:

- Have a better understanding of how to engage an audience on a webinar, no matter the platform
- Walk away with practical tips on what to do before, during and after a webinar to produce successful webinars.

2 day public workshop in class or ONLINE

- Includes workbook and student materials
- Cost per participant - **\$1,000** (2010 Price: 23% decrease)
- 10% discount for 5 paid participants at time of registration.

CLICK HERE FOR:

[Dates and locations](#)

[2 day Agenda](#)

See page 9 for on-site workshop options.

Coaching for Success

SIN # 874-4

Sometimes the Only Difference Between a Mediocre Employee and a Stellar Employee is a Great Coach!

Coaching is a core competency in today's high performing workplace, yet most supervisors and managers have had little or no training in effective coaching. This workshop will help your supervisors and managers learn the strategies and skills to deal with tough people issues and coach people to top performance.

This two-day career-enhancing program is a must for anyone who is responsible for getting results through people, including managers, supervisors, team leaders, coaches and meeting facilitators and can be **customized** for your objectives.

Watch your managers and team leaders gain confidence as they:

- Stay focused on solutions, not problems.
- Learn to build trust and respect.
- Understand the five key roles of coaches and when to use each role.
- Maintain self-control and dignity under pressure.
- Practice the skills of resolving tough people issues.

2 day public workshop

- Includes interactive workbook and student materials
- Cost per participant - **\$795**
- 10% discount for 5 paid participants at time of registration.

CLICK HERE FOR:

[Dates and locations](#)

[2 day Agenda](#)

See page 10 for on-site options and pricing.

Public Workshops continued...

Bob Pike's Annual Training & Performance Improvement Conference

SIN # 874-4

Regardless of the delivery platform – classroom, e-learning, or videoconferencing, this could be the most valuable conference you ever attend. We offer over 40 different sessions; three certificate programs in training design, training delivery, and facilitation; and three different opportunities to network and confer with Bob Pike Group trainers in intimate settings outside the classroom. No other conference gets you this close to the experts!

3 day public conference

- Includes interactive workbook and student materials, choice of over 40 sessions, continental breakfast each day, lunch on Wednesday and Thursday, networking reception on Tuesday, Dinner and Wednesday Night Evening of Creativity entertainment, leadership day, and more...
- Cost per participant - **\$995** (2010 Price: 34% Decrease)
- 10% discount for 5 paid participants at time of registration.

2010 Conference Hotel:

Sheraton Bloomington Hotel, Minneapolis South
7800 Normandale Blvd.
Bloomington, MN 55439
952.835.7800 or toll free 866.837.4278

Minutes from the airport and **Mall of America**, the Sheraton Bloomington Hotel will once again host this annual conference.

Click here for: [Dates and locations](#)

Certificate Program:

[click here](#) for full details and pricing.



Training Delivery



Training Design



Facilitation



CUSTOMER INFORMATION

1a.

The Bob Pike Group

Proposed Price Structure – Prepackaged Sessions

GSA Price List

All prices shown are net. Prices exclude trainer travel expenses. All content workshops include workbook and student materials.

1b. Lowest priced Item number: Bob Pike's Annual Training and Performance Conference - \$995

1c. If the contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employee or subcontractors who will perform services shall be provided. If hourly rates are not applicable indicate not applicable for these items. Not applicable.

2. Maximum Order: not applicable

3. Minimum Order: \$100

4. Geographic coverage: Delivery Area is within US & Canada

5. Point of production: Eden Prairie, MN

6. Discount from list prices or statement of net price: 5% Discount applies to 4 consecutive days of training. 10% discount for public workshop when five paid participants are registered together.

7. Quantity Discounts: 5% discount if more than 2 workshops delivered within one year

8. Prompt payment terms: 2%, net 30

9a. Notification that Government purchase cards are accepted at or below the micro-purchased threshold: Will accept

9b. Notification whether Government purchase cards are accepted above the micro-purchase threshold: Will accept

10. Foreign items: not applicable

11a. Time of delivery: net 30 ARO

11b. Expedited delivery: 21 day expedited delivery on all items

11c. Overnight and 2 day delivery: not applicable

11d. Urgent Requirements: not applicable

12. FOB point: destination

13a. Ordering Address: **Tina Altman The Bob Pike Group 14530 Martin Drive Eden Prairie, MN 55344**

13b. Ordering Procedures: For supplies and services, the ordering procedures information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

Payment Address: The Bob Pike Group Accounts Payable 14530 Martin Drive Eden Prairie, MN 55344

15. Warranty Provision: not applicable

16. Export packing charges: not applicable

17. Terms and conditions of government purchase card acceptance: not applicable

18. Terms and conditions of rental, maintenance, and repair: not applicable

19. Terms and conditions of installation: not applicable

20. Terms and conditions of repair parts, indicating date of part price lists and any discounts from price lists: not applicable

21. List of service and distribution points: not applicable

22. List of participating dealers: not applicable

23. Preventive maintenance: not applicable

24a. Special attributes such as environmental attributes: not applicable

24b. If applicable, indicate that section 508 compliance information is available on Electronic and Information technology (EIT) supplies and services and show where full details can be found: not applicable

25. Data Universal Number System number: 614675890

26. Notification regarding registration in Central Contractor registration database: Registered in CCR database and current through 7/24/2010