

# learning labs

8-12 hours



Our Learning Labs provide enlightenment, education, and coaching. Designed to be delivered over time, each has immediate “on-the-court” impact.

Our *Learning Labs* celebrate the power of inquiry and experiential learning. This approach affords an assimilation of new insights and skills in a way traditional classroom style learning rarely achieves.

Each *Learning Lab* establishes an environment of inquiry that begins with the attendees’ personal experience and knowledge about the subject at hand. As the facilitator fields insights, understanding of the subject deepens. Instructor lecture, coupled with research data and skill-building exercises, provide a rich and rewarding learning experience that lasts far beyond the conclusion of the session.

A typical *Learning Lab* lasts 8-12 hours. They are offered in a variety of formats from two-day sessions to multiple sessions offered over a number of weeks.

## **Corporate Culture Uncovered™**

**Thriving in Your Organization.** Lurking behind every organizational chart and job description resides a hidden force that guides the flow of information and resources. This force has come to be called, Corporate Culture. Corporate Culture impacts the way people treat each other and how work gets done. In this Lab, we will uncover the underpinnings of this force so that we can both create a great Corporate Culture and more successfully navigate the one we are in.

## **Dream Machine™**

**Carbonating Your Desires.** Some day. One day. If you open up your calendar to locate either of these days, you’ll be disappointed. What if you could start living your dreams today versus some day in the future? This Learning Lab is pure self-indulgence in identifying, allowing and attracting your dreams. Watch your enthusiasm for living bubble over as you take on your life with intent.

## **Exceptional Partnering™**

**A Case for Collaboration.** Achieve unprecedented results by creating and sustaining exceptional partnerships. Attendees explore the value of creating joint partnerships and distinguish the principles underlying great partnerships. The Lab looks at the essence of partnering, the mindset of great partnering and the actions, attitudes, and behaviors that create great partnering relationships.

*All the world is a laboratory to the inquiring mind.*

*~Martin H. Fischer*

## **Stand Out!™**

**Business Communications Unplugged.** Start enjoying greater self confidence in your business and community pursuits by mastering fundamental communication skills that will last a lifetime. Speaking, writing, and storytelling, *Business Communications Unplugged* is an intensive workout designed to make you and your message, Stand Out!

## **Play With Purpose™**

**Learn How Games Can Be Game-Changing.** Play—for many a lost ability —can be one of our greatest allies. By becoming masterful in the art of play, you'll possess skills that are widely transferable from managing your time to managing your staff. By incorporating the 'technology' of play into your work, you'll break through areas of non-play and discover a freedom to move beyond where you normally stop. Discover how recess can be the secret to your success!

## **Spark!™**

**Re-igniting a Passion for Service.** *Spark!* is a laboratory for discovering the ingredients to great service. Participants share real life experiences, conduct "live" research inside and outside of class and interview their customers to discover the ingredients of great service. Once we understand the essential ingredients to service, we dedicate time to practice delivering five-star service. *Spark!* re-ignites people's natural tendency to help others while strengthening their customer service skills.

## **The Power of You™**

**In Search of Spirituality in Business.** Why is Harvard Divinity School drawing business students? What is spirituality and how does it apply to what we do? How are the pursuit of meaning and honesty core business practices? These are the questions we will explore. This Learning Lab examines how our spiritual selves impact our work. Along with the standard academic curriculum, participants will engage in meditation, journal writing and other techniques geared to cultivating a practical spiritual experience. To be successful, attendees need a willingness to be introspective and to share openly. The Lab is practical, focused on applying our understanding to actual business issues.

## **Understanding Why With MBTI™**

**Start Thinking Inside the Box!** Cultivate productive relationships, enhance decision-making and reduce conflict – it's all part of the magic that is Myers-Briggs. The Myers-Briggs Type Indicator™ (MBTI) is one of the most enduring and valid assessment tools used in identifying personality types. Developed to make sense of the apparent randomness of human behavior, it helps individuals gain insight into themselves and others. P.S. It is also fun! Pre-work is required.

## **Unstoppable Selling™**

**The Secrets to Being Unstoppable.** Everyone has self-limiting beliefs, but to what extent are your beliefs getting in the way of doing your best? *Unstoppable Selling* gets at what drives your personal performance. By measuring yourself against proven selling fundamentals, you'll distinguish where and why you are stopped. Through the use of discussion, inquiry and 'inner-actions' you will shift beliefs that stop you from selling. *Unstoppable Selling*...it's an inside job.

*Man's mind, once stretched by a new idea, never regains its original dimensions.*

*~Oliver Wendell Holmes*

Thanks, all. Another super session! You are all very energizing. We were remarking that being a part of your training sessions is like getting a spa treatment for the mind and soul.

*R. Kauffman  
Gray Consulting*

After the training, my team was infused with energy and I noticed an immediate improvement in how well we worked together. With enough time, and the proper reinforcement, DillonMarcus can do amazing things for your team. I highly recommend them."

*S. Jacobs  
McNeil Consumer Healthcare*