

Management Development Process Order List (2000)

Module	Item	Quantity	Price
All	Management Development Process (MDP) Facilitation Kit: Facilitation Guide, Video Resource, CD-Rom <i>(transparencies, participant manual materials, handouts, etc.)</i>	1	\$2,995*
All	2-Day, Train-The-Trainer Certification Workshop	1	\$4,200* Handout
Pre-Feedback	MDP Internet-Based Competency Assessment™	Manager	<i>Each</i> \$160
1	Focus Point Profile™ Coping and Stress Profile®	Manager and Direct Reports	<i>Each</i> \$16 <i>Each</i> \$16
2	Personal Listening Profile® DiSC® Personal Profile Software Reports: <ul style="list-style-type: none"> • General Characteristics Report (7 clicks) <u>Mgr & Dir Rpts</u> • How You Tend To Manage Report (2 clicks) <u>Manager</u> • Strategies For Managing Each Direct Report (2 clicks) <u>Dir Rpts</u> • Team View Comparison Report (3 clicks) <u>Mgr & Dir Rpts</u> 	Manager and Direct Reports	<i>Each</i> \$14 \$55 & \$45 & \$15
All Module 2 Reports Can Be Outsourced	DiSC® Personal Profile System Software for Windows® <ul style="list-style-type: none"> • Personal Development Phrase Version Response Pad • Role Behavior Analysis Response Pad • Usage Clicks to Produce Each Report 	1	\$675* <i>Pad/50</i> \$100 <i>Pad/50</i> \$100 <i>Per Click</i> \$5
3	Discovering Diversity Profile®	Manager and Direct Reports	<i>Each</i> \$14
Mid-Feedback	MDP Internet-Based Competency Assessment™	Manager	<i>Each</i> \$150
4	Time Mastery Profile® Role Behavior Analysis™ DiSC® Managing Performance Action Planner	Manager and Direct Reports	<i>Each</i> \$16 <i>Each</i> \$14 <i>Pkg. 10</i> \$55
5	Innovate with C.A.R.E. Profile®	Manager and Direct Reports	<i>Each</i> \$14
6	Dimensions of Leadership Profile®	Manager and Direct Reports	<i>Each</i> \$14
Post-Feedback	MDP Internet-Based Competency Assessment™	Manager	<i>Each</i> \$140

Management Development Process Order List

(Estimate is Based Upon 15 Manager Participants, Each With 10 Direct Reports)

Module	Item	Quantity	Price	Cost
All	Management Development Process (MDP) Facilitation Kit: Facilitation Guide, Video Resource, CD-Rom (transparencies, participant manual materials, handouts, etc.)	1	\$2,995*	\$2,995
All	2-Day, Train-The-Trainer Certification Workshop	1	\$4,200* + Handout	4,200
Pre-Feedback	MDP Internet-Based Competency Assessment™	Manager	<i>Each</i> \$160	2,400
1	Focus Point Profile™ Coping and Stress Profile®	Manager and Direct Reports	<i>Each</i> \$16 <i>Each</i> \$16	2,640 2,640
2	Personal Listening Profile® DiSC® Personal Profile Software Reports: <ul style="list-style-type: none"> • General Characteristics Report (7 clicks) <u>Mgr & Dir Rpts</u> • How You Tend To Manage Report (2 clicks) <u>Manager</u> • Strategies For Managing Each Direct Report (2 clicks) <u>Dir Rpts</u> • Team View Comparison Report (3 clicks) <u>Mgr & Dir Rpts</u> 	Manager and Direct Reports	<i>Each</i> \$14 \$55 & \$45 & \$15	2,310 825 6,750 225
All Module 2 Reports Can Be Outsourced	DiSC® Personal Profile System Software for Windows® <ul style="list-style-type: none"> • Personal Development Phrase Version Response Pad • Role Behavior Analysis Response Pad • Usage Clicks to Produce Each Report 	1	\$675* <i>Pad/50</i> \$100 <i>Pad/50</i> \$100 <i>Per Click</i> \$5	675 300 300
3	Discovering Diversity Profile®	Manager and Direct Reports	<i>Each</i> \$14	2,310
Mid-Feedback	MDP Internet-Based Competency Assessment™	Manager	<i>Each</i> \$150	2,250
4	Time Mastery Profile® Role Behavior Analysis™ DiSC® Managing Performance Action Planner	Manager and Direct Reports	<i>Each</i> \$16 <i>Each</i> \$14 <i>Pkg. 10</i> \$55	2,640 2,310 935
5	Innovate with C.A.R.E. Profile®	Manager and Direct Reports	<i>Each</i> \$14	2,310
6	Dimensions of Leadership Profile®	Manager and Direct Reports	<i>Each</i> \$14	2,310
Post-Feedback	MDP Internet-Based Competency Assessment™	Manager	<i>Each</i> \$140	2,100
Total	Your Delivery (\$290/ per training day, per manager) *Minus One Time Costs (\$237/per training day, per manager) Southwest Training Institute Delivery (\$442/per training day, per manager)	Manager Manager Manager	<i>Each</i> \$2,895 <i>Each</i> \$2,370 <i>Each</i> \$4,420	\$43,425 \$35,555 \$66,305