# Educate 360
Professional Training Partners

# Training &
# Service Offerings

# Across the wide range of business topics Educate 360 offers, we are committed to your organization's needs.

Educate 360 helps organizations achieve their goals of improved efficiency, increased cross-functional alignment, and enhanced business results through supportive learning and development programs that attract and retain top talent.

## Educate 360
### Professional Training Partners

New Horizons | Project Management Academy® | SIX SIGMA ONLINE | TCM SECURITY | TRACOM® | velopi | Watermark Learning

# Why Partner with Educate 360

With decades of experience in IT, leadership, and management training and consulting, we are a trusted partner for organizations navigating digital transformation, workforce upskilling, and professional development. Our comprehensive portfolio of solutions—ranging from customized training to strategic consulting—is designed to drive measurable results and long-term growth. Backed by deep expertise and a customer-centric approach, we collaborate closely with clients to deliver innovative, scalable solutions that align with their business goals and evolving needs.

## Our Mission & Values

Our mission is to propel growth by leveraging our subject matter experts, broad offerings, and cutting-edge services while understanding and addressing the unique needs of organizations and individuals to equip them with the skills needed to thrive in a digitally-driven world.

- Helping organizations and professionals thrive through quality, impactful learning.

- A flexible, empathetic, and consultative approach to supporting our customers.

- Leveraging technology-enabled learning for personalization and organizational impact.

- A broad portfolio to meet evolving workforce needs across IT, leadership, and management.
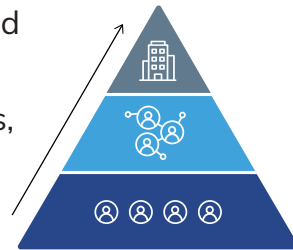
**800+** Unique Training Offerings

**20+** Average Years of Instructor Experience

**100K+** Students Trained Annually

# How We Help Organizations Thrive

At Educate 360, we partner with clients to deliver tailored training and service solutions that drive impact across individuals, teams, and the enterprise. By aligning learning with business goals and customizing programs, we meet each organization's unique needs with precision and measurable results.

## Tailored Solutions for Every Level

From upskilling individuals to aligning enterprise-wide learning strategies, we deliver customized solutions that meet the unique goals of every level within your organization.

## Consultative Approach

Successful company leaders excel by aligning programs and initiatives with the overarching strategic objectives of the organization. This demands a profound understanding of the business and the ability to pinpoint areas where learning and development can enhance skillsets crucial for executing the organization's strategy effectively.

Educate 360 helps organizations achieve their learning and development goals, enabling them to attract and retain the best talent and have the skills and processes to successfully execute on their strategic initiatives.

### Individuals
Professional development, upskilling, and certification programs.

### Teams & Functions
Customized training and consulting to build high-performing teams.

### Enterprises
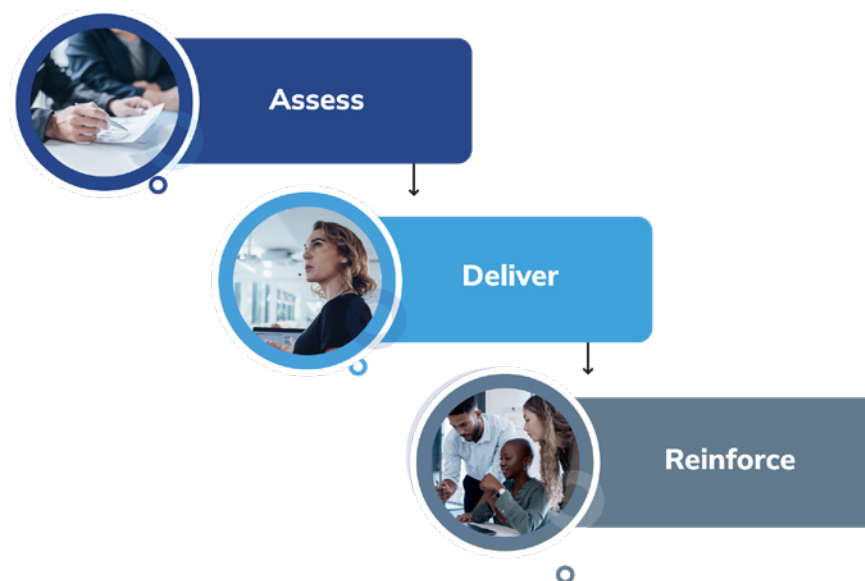Organization-wide learning strategies and workforce transformation.

# Custom Training Solutions

Our process consists of three essential phases to optimize learning and development outcomes in alignment to your aspirations. We identify organizational goals and conduct a skills gap analysis, working closely with leaders and stakeholders to define clear learning objectives. Together we design a flexible, training strategy, selecting topics, methods, and timelines that meet your needs. As training is delivered, we provide ongoing support to help learning initiatives stay in lockstep with continuously evolving industry standards, driving long-term success.

**Assess**

**Deliver**

**Reinforce**

## What's Your Goal?

Here are some examples of how we've helped companies achieve their learning and development goals.

- ☐ **Develop and onboard new employees**
- ☐ **Improve executional effectiveness**
- ☐ **Make an Agile transformation**
- ☐ **Become a more strategic & analytical organization**
- ☐ **Use data for a competitive edge**
- ☐ **Empower teams with the right power skills**
- ☐ **Protect against cyber threats**
- ☐ **Optimize Cloud solution**
- ☐ **Develop roadmap & implement AI initiatives**

# Flexible Delivery Options

Understanding the uniqueness of every learner, we offer many flexible learning options. Whether it's single courses or comprehensive blended curriculums, our subject matter experts tailor learning programs to align with your business objectives and cater to the distinct learning styles of each team member.

### Instructor-Led Training

5,000+ instructor-led (ILT) public training sessions, available in-person or virtually.

### Multi-Modality Programs

Comprehensive, flexible programs blending live, on-demand, and self-paced learning.

### On-Demand Training

Self-paced learning through Educate 360's LMS, available anytime, anywhere.

### Private Group Training

Customized, instructor-led training delivered virtually or on-site for groups of 10 or more.

# Technology-Enabled Learning

Our state-of-the-art platform gives learners mobile—anytime, anywhere—access and integrates seamlessly with corporate LMSs via SCORM or xAPI, ensuring flexible, scalable learning within your existing ecosystem.
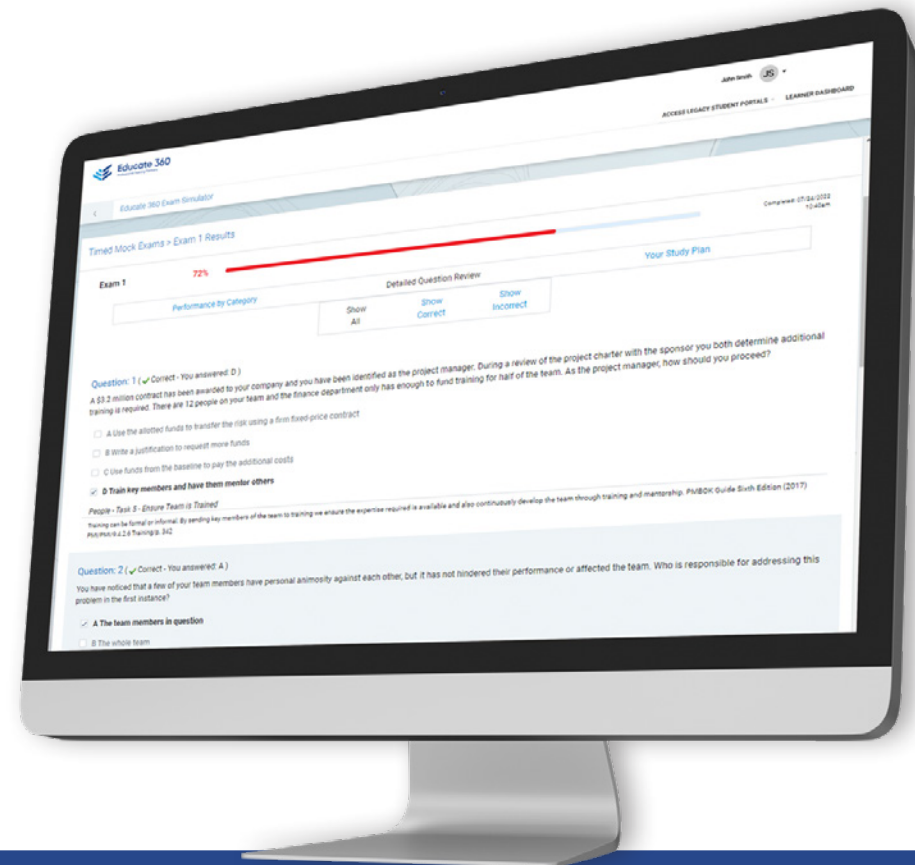
## Exam Simulator

Robust exam simulator with personalized training plans based on performance, as applicable for the course subject.

## AI Tutor

**Every course** includes access to TARA, Educate 360's AI tutor, offering personalized coaching, real-time answers, and ongoing support to reinforce key concepts.

## Virtual Lab Environments

Our technical courses include hands-on virtual labs that let learners practice real-world skills in a safe, interactive environment.

# Beyond Training: Coaching and Consulting

In key areas of expertise, we go beyond training to partner deeply with organizations: assessing needs, delivering targeted skill development, and reinforcing learning through hands-on coaching. When needed, our experts can directly support the completion of critical work, helping teams make tangible progress toward strategic goals.

### Coaching Support
Personalized or small-group coaching to reinforce learning and accelerate growth.

### Cohort-Based Coaching
Structured peer group coaching for shared learning, accountability, and skill building.

### Consulting Hands-On Support
Hands-on support to help teams execute real work and meet project goals.

# Educate 360
## Professional Training Partners

Convenience of using a broad-based training company should not come at the expense of enabling students to learn from the best. With Educate 360, you don't have to make that tradeoff! Our company assembles training experts across our family of industry-leading brands to provide your employees with a comprehensive learning experience needed to thrive in today's technology-led and innovation-driven economy.

### New Horizons
Technology

### Watermark Learning
Leadership & Business Analysis

### Project Management Academy
Project Management

### TCM Security
Advanced Cybersecurity Consulting & Certifications

### Six Sigma Online
Process Management

### TRACOM Group
Leadership Training & Social Intelligence Assessments
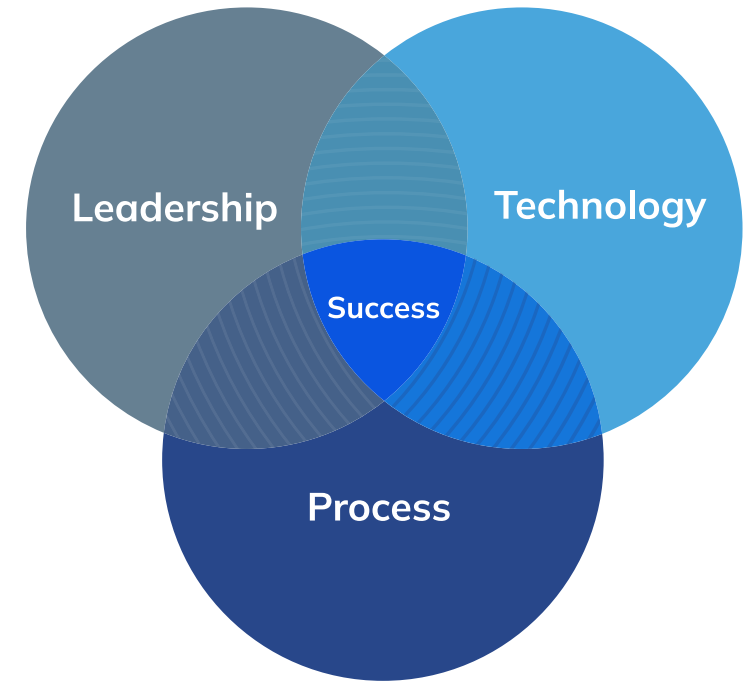
### Velopi
Project Management (European-based)

# Comprehensive Solutions for IT, Management & Leadership

Educate 360 provides robust training aligned with industry standards while offering services beyond training to holistically support our customers' success.

**Successful organizations balance three essential pillars: leadership, process, and technology.** Achieving this balance requires ensuring employees have the necessary skills to support each pillar allows leaders, processes, and technology to work seamlessly together. By building these skills, organizations can create a resilient structure prepared to grow and adapt.



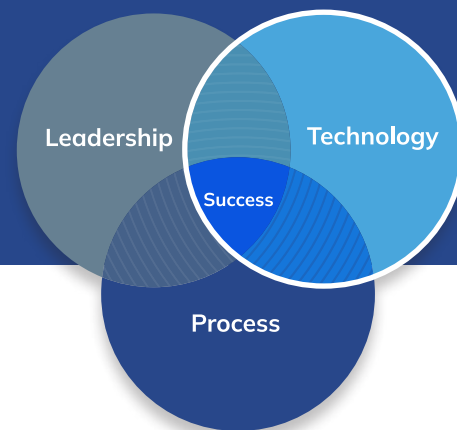Leadership

Technology

Success

Process

# Technology—Innovation Enabler

Technology drives productivity, innovation, and growth in every organization. To fully harness its potential, all employees need technical skills based on their roles. Technical skills ensure the effective use of tools and systems, while non-technical skills help non-IT professionals use these tools responsibly, collaborate, and adapt to advancements. These skills enable everyone to maximize technology's value in their roles.

## Areas of Expertise

- Artificial Intelligence (AI)
- IT Networking & Infrastructure
- Data & Analytics
- Cybersecurity
- Cloud
- Microsoft Applications

## Beyond Training

- Cybersecurity Consulting
- AI Consulting

## Educate 360 Brand Spotlight: New Horizons

New Horizons is a leading provider of IT skills and certification specializing in technical, application, and professional development instructor-led courses in cloud computing, information security, and more. Since its founding in 1982, New Horizons has grown to become one of the world's largest IT training companies.

![New Horizons — An Educate 360 Brand]

Leadership

Technology

Success

Process

- **5,000+ open enrollment**, guaranteed to run, instructor-led training courses delivered annually

- Prepares students for over **130 industry certifications** from top technology vendors including Amazon, Cisco, Microsoft, Red Hat, and more

- **30+ industry partnerships** with the leading software and technology companies

- Approved provider for government-sponsored training, including Army Credentialing (IgnitED), DoD Directive 8570/8140, NICE, and state/local upskilling programs

# Artificial Intelligence (AI)

Artificial Intelligence (AI) and Machine Learning (ML) are disrupting nearly every industry and organizational function. As the demand for AI-driven solutions continues to grow, individuals with expertise in these areas are well-positioned to drive innovation, enhance decision-making processes, and shape the future of technology. Developing and honing AI and machine learning skills is not only a valuable asset for individuals but also a driving force behind the evolution of our digital world.

## Common Challenges

### Data Automation

Data science automation speeds up tasks like data preprocessing and model training, improving efficiency and accuracy, especially for complex datasets.

### Data Quality and Availability

AI adoption struggles with ensuring high-quality data, particularly when data is siloed or from outdated systems.

### Ethical Considerations

AI decisions must be ethical and unbiased, addressing risks like privacy violations and discrimination.

## Top Courses

- Azure AI Fundamentals
- Azure AI Engineer Associate
- AWS Certified Machine Learning - Specialty
- Certified Artificial Intelligence (AI) Practitioner (CAIP)
- Certified Data Science Practitioner (CDSP)
- AI for Project Management
- AI for Business Analysis
- Making ChatGPT and Generative AI Work for You (GenAIBIZ)
- Google Cloud Fundamentals: Big Data and Machine Learning

# Cloud

As cloud computing evolves, business training is shifting to cover not just basic infrastructure but also specialized skills like security, data analytics, and multi-cloud management. With major providers like Microsoft, Amazon, and Google driving innovation, more organizations are adopting multi-cloud environments. To meet these growing demands, training programs are adapting to equip professionals with the expertise needed to navigate the ever-changing cloud landscape.

## Common Challenges

### Cost Management

Cloud technology can offer cost savings but requires careful budgeting and monitoring to avoid unexpected expenses.

### Integration with Existing Systems

Integrating cloud technology with legacy systems can be complex, time-consuming, and costly.

### Data Security and Privacy

Cloud privacy leaks often result from misconfigurations, lack of control tools, and poor identity management.

## Top Courses

- AWS Certified Cloud Practitioner
- AWS Certified Solutions Architect Associate
- Google Associate Cloud Engineer (ACE)
- Google Cloud Professional Data Engineer (PDE)
- Azure Fundamentals
- Azure Administrator Associate
- AWS Security Essentials
- VMware vSphere: Install, Configure, Manage v7.0
- Architecting with Google Compute Engine

# Cybersecurity

Cybersecurity is one of the fastest-growing sectors worldwide, driven by the continuous evolution and financial impact of cyber threats. For businesses, it is crucial to regularly invest in training and upskilling cybersecurity teams to ensure their expertise remains sharp. In an environment where threats evolve rapidly, the absence of ongoing training can expose companies to costly security breaches, potentially resulting in millions of dollars in losses each year.

## Common Challenges

### Human Error

Cyber attacks often result from employee mistakes, so businesses must educate staff on cybersecurity threats and prevention.

### Rapidly Evolving Threat Landscape

Hackers continually develop new attack methods, requiring IT professionals to stay updated and adapt their strategies.

### Compliance

Organizations must meet data protection regulations, which can be complex across different jurisdictions, or face legal and financial penalties.

## Top Courses

- CompTIA Security+ Certification
- Certified Information Systems Security Professional (CISSP)
- EC-Council Certified Ethical Hacker (CEH) v12
- Certified CMMC Professional (CCP)
- CompTIA Cybersecurity Analyst (CySA+) Certification
- Microsoft Security, Compliance, and
- Identity Fundamentals
- Microsoft Cybersecurity Architect
- Implementing and Operating Cisco
- Security Core Technologies (SCOR)
- Practical Network Penetration Tester (PNPT)

# Data & Analytics

As our world grows more digital and interconnected—spanning e-commerce, electronic health records, and social media—businesses of all sizes can leverage big data for valuable insights into customers, operations, and finances. Investing in data and analytics training empowers organizations to make informed decisions, optimize processes, enhance customer experiences, and drive innovation, providing a competitive edge.

## Common Challenges

### Data Cleanliness

High-quality data is essential for analysis,
but cleaning and preprocessing large datasets can be time-consuming.

### Bridging Programming Languages

Technologists must learn new programming languages, like Python, to work with evolving enterprise systems.

### Data Visualization

Clear communication is key to helping businesses explain complex data and models to non-technical stakeholders.

## Top Courses

- Introduction to Python
- Power BI Data Analyst Associate
- AWS Certified Data Analytics Specialty
- Business Data Analytics Certification (IIBA®- CBDA)
- Google Cloud Professional Data Engineer (PDE)
- CompTIA Data+
- Excel – Data Analysis with PivotTables
- Power BI: Dashboard In a Day
- Introduction to SQL Databases

# IT Networking & Infrastructure

Network infrastructure encompasses the hardware and software that facilitate communication and collaboration within organizations, requiring both device and user management. IT service management training is essential for businesses to optimize IT operations by equipping professionals with the skills to deliver quality services, minimize downtime, and enhance customer satisfaction, ultimately supporting overall business success.

## Common Challenges

### Inefficient Incident & Problem Management

Training IT teams to manage incidents and problems efficiently can improve resolution times and service quality.

### Network Downtime & Performance Issues

Network issues reduce productivity and frustrate end-users.

### Lack of Network Docs & Standardization& Scalability

Poor documentation and lack of standardization hinder troubleshooting and cause inefficiencies.

### Network Design

Designing and scaling network infrastructure to meet growing business needs can be challenging.

## Top Courses

- CompTIA Network+
- CompTIA A+
- Cisco® Implementing and Administering Cisco® Solutions v2.1 (CCNA)
- ITIL® 4 Foundation
- COBIT 2019 Foundation

# Microsoft Applications

Microsoft Office has flexible and powerful ways to deliver your best work—at the office or at home. Microsoft Office training is essential for businesses as it empowers employees to harness the full potential of these ubiquitous productivity tools, boosting efficiency in tasks such as document creation, data analysis, and communication. Proficiency in Microsoft Office not only streamlines daily workflows but also enhances collaboration and overall productivity, making it a valuable investment for any organization.

## Common Challenges

### Inefficient Use of Features

Employees often miss advanced features in Microsoft applications, leading to inefficiencies and reduced productivity.

### Collaboration & File Sharing Issues

Organizations struggle with effective collaboration and document management across teams, especially when sharing files and tracking changes.

### Security & Compliance Concerns

Employees may fail to follow best practices for securing documents or meeting regulatory compliance within Microsoft applications.

## Top Courses Cover

# Cybersecurity Consulting

Educate 360 is excited to offer advanced cybersecurity services powered by TCM Security- leaders in cybersecurity certifications, education, and consulting. Every minute without a proper security assessment increases the window of opportunity for attackers to compromise your systems. **80% of breaches occur due to known vulnerabilities that organizations failed to address.** Cybersecurity consulting and penetration testing services can identify and prioritize these risks before attackers do, ensuring your business operates within industry regulations and stays secure.

## Services

- Penetration Testing
- Cybersecurity Services
- Security Risk Assessments
- Compliance & PCI-DSS QSA Auditing

## Educate 360 Brand Spotlight: TCM Security

TCM Security is a trusted cybersecurity leader, providing education and consulting in offensive security, ethical hacking, OSINT, and programming. Their expert team combines real-world experience with practical training through courses and certifications.

# AI Consulting

Educate 360's AI Consulting services are your end-to-end partner for the AI journey—from identifying high-impact use cases to designing, building, and deploying solutions tailored to your workflows, teams, and goals. Whether you're just getting started or scaling adoption, we bring clarity, speed, and a focus on enablement—empowering your people to sustain and grow the impact. With practical outcomes and streamlined deployment, we help organizations unlock competitive advantage and deliver measurable results.

## Services

- AI Strategy Development
- AI Use Case Discovery
- AI Readiness & Solution Assessment
- AI Business Case & Budget Planning
- AI Tech Selection & Architecture
- AI PoC & Prototype Development
- AI Deployment & Hypercare
- AI Maintenance & Enhancement

## Services Spotlight:
## AI Use Case Discovery

Unlock high-impact AI opportunities with a focused discovery engagement that aligns initiatives with your business goals. Through expert-led workshops and roadmap development, Educate 360 helps you identify, prioritize, and define use cases that deliver measurable value and fast-track execution.

**Schedule a free 30-minute consultation** with our AI advisors to discuss your goals and see if our AI Use Case Discovery is the right fit for you.
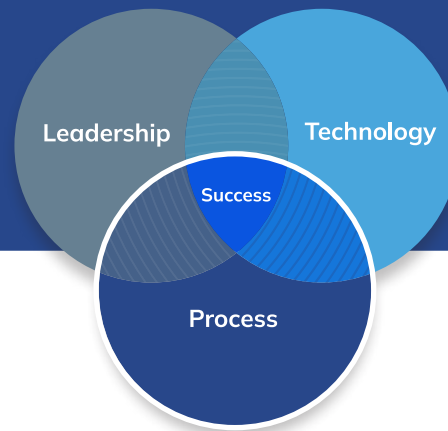
# Process—The Framework for Efficiency

Effective process is essential to organizational success, driving efficiency, productivity, and risk management. Process involves structured steps that help organizations achieve goals by providing a clear framework for roles and responsibilities. Without it, inefficiency and confusion can arise, leading to errors and missed opportunities.

## Areas of Expertise

- Agile
- Business Analysis
- Project Management
- Six Sigma

## Beyond Training

- PM Coaching & Consulting
- Six Sigma Coaching & Consulting

## Educate 360 Brand Spotlight: Project Management Academy

Project Management Academy is a leader in PMI® certification exam preparation and project management skills training, including Agile. Project Management Academy helps develop modern project managers that can successfully execute key organization initiatives in an increasingly competitive business environment.

PROJECT
MANAGEMENT
ACADEMY®

An Educate 360 Brand

- PMI® Premier Authorized Training Partner (ATP)

- **100+ Live** (In-person and Virtual) classes monthly

- Trusted by **99** of the Fortune 100 companies

- Extensive catalog of certification prep & skills training, all qualified for PDUs

velopi   Velopi delivers training and project management consulting engagements to multinational enterprises and government agencies throughout Europe.

# Agile

Being agile means having the ability to adapt quickly to changing circumstances and market demands. This skillset encompasses various aspects, including effective communication, collaboration, problem-solving, and a mindset that values flexibility and continuous improvement. Professionals with strong agile skills can lead teams that respond swiftly to challenges, deliver value to customers more efficiently, and maintain a focus on customer satisfaction.

## Common Challenges

### Lack of Flexibility

Traditional project management approaches can be rigid, hindering adaptation to changing requirements.

### Slow Time-To-Market

Adopting Agile speeds up product development by breaking work into smaller tasks and focusing on key features.

### Poor Communication & Collaboration

Silos between departments often result in poor communication and collaboration.

## Top Courses

- Agile Fundamentals
- PMI Agile Practitioner (PMI-ACP)® Exam Prep
- Disciplined Agile Scrum Master (DASM) Certification Training
- Certified ScrumMaster (CSM) Certification Training
- Advanced Certified ScrumMaster (A-CSM) Certification Training
- Certified Scrum Product Owner (CSPO) Certification Training
- Advanced Certified Scrum Product Owner (A-CSPO) Cert Training
- Agile Change Agent Certification Training
- Scaled Agile, SAFe® Certification Training

# Business Analysis

Business Analysis Training equips individuals with the skills to assess and improve business processes, identify opportunities for enhancement, and translate business needs into effective solutions. It covers a range of topics, including requirements gathering, data analysis, and stakeholder communication, preparing professionals for impactful roles in business analysis.

## Common Challenges

### Resistance to Change

Employees may resist adopting new business analysis practices, leading to push back and reluctance.

### Unclear Needs & Requirements

Without clear goals, business analysis efforts can lack focus, wasting resources and hindering progress.

### Lack of Strategic Planning

Business analysis training helps organizations develop strategic plans, set goals, assess risks, and create data-driven approaches.

## Top Courses

- Agile Business Analysis
- Business Analysis Foundations
- Business Analysis Modeling Essentials
- Certified Business Analysis Professional™ (CBAP®)
- Certification of Capability in Business Analysis™ (CCBA®)
- Eliciting Requirements
- PMI Professional in Business Analysis (PMI-PBA)® Exam Prep

# Project Management

Project Management is a multi-faceted discipline that requires a multi-dimensional approach to learning. Project Managers must be able to work with a variety of technical tools to assist with their day-to-day workflow and must be able to lead teams with clear communication and composure. This adaptability—and years of PM experience—is what separates the highly effective Project Manager from the rest of the field.

## Common Challenges

### Stakeholder Management

Successfully managing stakeholder expectations, needs, and demands can be difficult, particularly when dealing with conflicting stakeholder interests.

### Scope Creep

Scope creep and unanticipated changes are common issues that can lead to increased costs, missed deadlines, and decreased project quality.

### Resource Allocation

It can be difficult to balance resources such as time, money, and people, particularly when dealing with competing priorities across multiple projects.

## Top Courses

- Project Management Professional (PMP)® Exam Prep
- Certified Practitioner in Project Management (CAPM)® Exam Prep
- PMI Risk Management Professional (PMI-RMP)® Exam Prep
- Project Management Fundamentals
- Project Management Foundations
- The PMI Talent Triangle® Bundle

# Six Sigma

Quality management practices help businesses improve current processes by identifying opportunities to improve organizational efficiency. The Six Sigma methodology allows an organization to improve the quality of its processes by identifying causes of errors, working to minimize and correct future mistakes. From manufacturing processes to logistics and retail—the Six Sigma process improvement methodology has worked to help numerous companies improve efficiencies, reduce costs and increase customer satisfaction.

## Common Challenges

### Process Inefficiencies

Organizations often face inefficiencies in their processes, leading to wasted resources and reduced productivity.

### Quality Control Issues

Maintaining consistent product or service quality can be challenging, with defects and variability impacting customer satisfaction.

### Customer Satisfaction Problems

Organizations may struggle to meet customer expectations due to slow delivery, poor product quality, or lack of responsiveness.

## Top Courses

- Business Process Management Foundations
- Business Process Improvement
- Business Process Modeling
- Lean Six Sigma Yellow Belt Certification Training
- Lean Six Sigma Green Belt Certification Training
- Lean Six Sigma Black Belt Certification Training
- Lean Foundations Training

All courses are accredited by the Council for Six Sigma Certificiation.

# Project Management Coaching & Consulting

Educate 360's Project Management Coaching and Consulting services help organizations optimize project, program, and portfolio performance through tailored support at every stage of the project lifecycle. From maturity assessments and PMO design to project recovery and benefits realization, we enable stronger execution and greater impact. Our consultants provide expertise in prioritization, resource estimation, vendor coordination, and remote team management—backed by hands-on coaching to align stakeholders and standardize best practices.

## Services

- PM Maturity Assessment
- PM Framework Design & Prioritization
- Program & Portfolio Optimization
- Project Recovery & Setup
- Budget & Resource Estimation
- Remote & Vendor Management
- Stakeholder Coordination & Coaching
- Benefits Realization & Retrospectives

## Services Spotlight: Project Recovery

Rescue at-risk projects and regain momentum with Educate 360's proven recovery solution. We identify root causes, create clear action plans, and provide hands-on coaching to stabilize performance, rebuild trust, and strengthen long-term project management capabilities.

**Start with a Free 1-Hour Consultation**
We'll help you assess your current situation with a 10-Question Project Assessment Strategic Discovery Questionnaire to uncover critical insights.

# Six Sigma Coaching & Consulting

Drive measurable improvement and lasting efficiency with Educate 360's Six Sigma Coaching and Consulting. We help organizations assess process performance, uncover financial impact, and implement proven methodologies like value stream mapping, statistical process control, and Kaizen. From 5S implementation to Green and Black Belt coaching, our experts provide hands-on guidance to solve problems, optimize flow, and build a sustainable culture of continuous improvement.

## Services

- Process & Impact Assessment
- Value Stream Mapping
- Flow Optimization
- Measurement & SPC
- Kaizen & Problem Solving
- 5S Implementation
- Belt Coaching (Green/Black)
- Sustainability Planning

## Services Spotlight:
## Rapid Improvement Exercise (Kaizen)

Accelerate results and drive continuous improvement with Educate 360's Rapid Improvement Exercise—a 3–5 day Kaizen-based workshop that helps teams tackle root causes, implement changes, and build lasting problem-solving skills.

**Schedule a Free One-Hour Discovery Session**
Partner with one of our improvement experts to identify your highest impact opportunity.
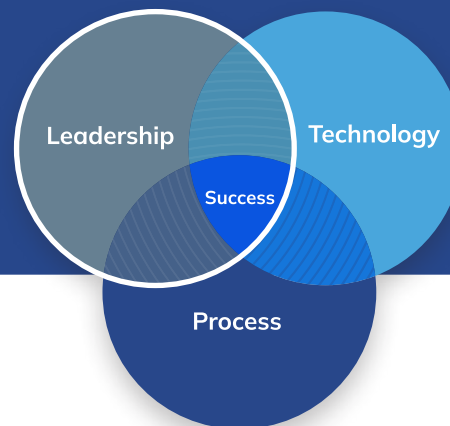
# Leadership—The Driving Force

Leadership skills are at the heart of every organization, and are crucial in fostering an effective, adaptable, and collaborative work environment. Strong leaders are essential for building a collaborative workplace of diverse talents, perspectives, and skills. Clear communication, adaptability, teamwork, and thoughtful leadership enable employees to navigate change, solve problems, and work toward shared goals. Together, these abilities drive progress, support resilience, and create a workplace where everyone can contribute to ongoing success.

## Areas of Expertise

- Self Development
- Interpersonal Communication
- Managerial Leadership
- Organizational Leadership

## Beyond Training

- Social Intelligence Assessments
- Leadership Coaching & Consulting

Leadership · Technology · Success · Process

## Educate 360 Brand Spotlight: Watermark Learning

For over 30 years, Watermark Learning has been a leader in the Business Analysis and Leadership skills and certification preparation training, consulting, and coaching space. Watermark Learning courses are interactive sessions that teach complex industry standards through practical application to support enduring performance results in organizations.

**Watermark Learning**
An Educate 360 Brand

- **65+** Instructor-Led Courses spanning leadership development and certification prep, tailored to meet the dynamic demands of modern professionals

- Applied Expertise, blending strategy and execution through immersive, practical programs built for immediate on-the-job impact

- **4.8/5** Average Instructor Rating, backed by thousands of learner reviews, demonstrating consistently high satisfaction and meaningful training outcomes

- Recognized Thought Leadership, with instructors and founders who have authored influential books, articles, and contributed to PMI's *PMBOK® Guide* and IIBA's *BABOK® Guide*

# Self Development

We usually think of Leadership as our ability to guide and motivate others.
The first step in any leadership principle is to authentically lead yourself.
This requires us to demonstrate, self-awareness, self-management, critical thinking, decision-making, drive and self-confidence in our daily practice.

## Top Courses

- Accomplishing the Results you Want
- Building Resilience to Change
- Concise Business Writing
- Email Etiquette
- Facilitation Skills Workshop
- Foundations of Public Speaking
- Implementing Mindfulness
- Making the Right Decisions Under Pressure
- Mastering Positive Assertiveness with DISC
- Organizational Skills
- Prioritizing Your Time Effectively
- Streamlining Your Daily Workflow
- Thinking with Critical Insight
- Writing for the Business Professional

# Interpersonal Communication

Interpersonal Communication is common concern in today's evolving workforce. Leaders who exhibit social-emotional intelligence are the ones who shape better relationships and engage others with purpose. If we are truly going to be business-centered, we must be able to fully understand human behavior and adapt our communication.

## Top Courses

- The Art of Effective Presentations
- Foundations in Customer Service
- Building Successful Work Relationships
- Communication Strategies
- Constructive Conflict Management
- Developing Successful Interpersonal Skills
- Expanding your Emotional Intelligence
- Extending your Sphere of Influence
- Influencing without Authority
- Mastering Meaningful Engagement
- Navigating Difficult Conversations
- Negotiation Skills
- Providing Outstanding Customer Service
- Strategic Negotiation Skills
- Ten Soft Skills You Need

# Managerial Leadership

Managerial Leadership skills are crucial for fostering team productivity, motivation, and growth. Effective management involves clear expectations, growth initiatives, and developing teams. These skills can help you to drive departmental success and create a positive work environment that encourages innovation and excellence.

## Top Courses

- BRMP Certification Prep
- BRM Fundamentals
- Coaching, Mentoring and Apprenticeships
- Discovering Your Leadership Voice
- Effective Leadership through Coaching
- Employee Engagement and Motivation
- Evolving in the Supervisor's Role

- Evolving in the Manager's Role
- Leading Remote and Hybrid Teams
- Managing Remote and Virtual Teams
- Navigating the Modern Workforce
- Transitioning into Leadership as an IT Manager
- Understanding Personality Types with the Disc Assessment

# Organizational Leadership

Being a strong organizational leader is vital for driving interdepartmental success. This requires keen strategic vision, decisive action, and empathetic guidance. These attributes can help you inspire innovation, build resilient cultures, and navigate challenges with confidence.

## Top Courses

- Business Acumen for Leaders
- Becoming a Transformational Leader
- Communicating Across your Organization
- Communication Strategies
- Critical Facilitation Skills for Leaders
- Leadership Excellence for Senior Managers

# Social Intelligence Assessments

Build more adaptable, collaborative, and resilient teams with Educate 360's Social Intelligence Assessments, powered by TRACOM. Rooted in behavioral science, these assessments measure critical skills like adaptability, empathy, and behavioral style to improve how individuals lead, communicate, and work with others. Through tailored debriefs, workshops, and coaching, we help individuals and teams enhance their emotional and social effectiveness— leading to stronger leadership, improved team dynamics, and better organizational outcomes.

## Services

- Social Style®
- Behavioral EQ™
- Adaptive Mindset for Resiliency®
- Adaptive Mindset for Agility®
- Versatility Training
- Managerial Effectiveness Workshops
- Team Effectiveness Programs
- Assessment Debriefs & Coaching

## Educate 360 Brand Spotlight: TRACOM Group

TRACOM Group is a pioneer in social intelligence, with over 50 years of experience helping individuals and organizations improve performance through behavioral science. TRACOM's tools and frameworks are trusted by organizations worldwide to develop socially intelligent leaders and high-performing teams.

**TRACOM®**
An Educate 360 Brand

# Leadership Coaching & Consulting

Educate 360's Leadership Coaching and Consulting services help organizations build stronger leaders, align teams, and shape cultures that drive performance. From organizational assessments and culture audits to 1:1 coaching, team sessions, and company-wide facilitation, we offer tailored support for every level of leadership. Our solutions blend live coaching with innovative tools—like AI role-play agents—to reinforce growth, engagement, and long-term impact.

## Services

- Organizational & Culture Assessments
- Employee Retention & Growth Audits
- Leadership Alignment & Executive Coaching
- 1:1 & Team Coaching Programs
- Cohort-Based Leadership Development
- Company-Wide Event Facilitation & Keynotes
- Culture Survey Analysis & Action Planning
- AI-Powered Role Play for Leadership Skill Reinforcement

## Services Spotlight: Employee Retention & Company Audits

Unlock what's holding your team back with Educate 360's Retention & Company Audits. We uncover root causes of turnover through employee interviews, data insights, and leadership expertise—then deliver clear action plans for lasting results.

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