

OFFER # 2 - Great Savings Feb 15 to Apr 2, 2010

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BABOON IN YOUR BUSINESS, THE LESSONS FROM THE WILD

The concrete jungle - a desolate environment starved of nutrition, stimulation and excitement. Does it have to be like that? If one works through the lessons in this absorbing video then the answer would definitely be "No!" This program will help learners realize that we humans need to learn how to put the important parts of life back into work. Through the cleverly woven narration and joyful, yet purposeful, antics of the baboons, we are led to the realization that life is about balance - a time for work, a time for contemplation, a time for helping others and a time to have fun. The message is clear - we must work or we'll starve, but when you know how to relax and enjoy each other's company, you'll attract a good team that will flow with positive energy, creativity, innovation, satisfaction and a sense of joy in whatever is being done.

LENGTH: 12 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

CUBAN MISSILE CRISIS, THE : A CASE STUDY IN DECISION MAKING AND ITS CONSEQUENCES

Change and growth inevitably force companies to make critical decisions at unexpected moments. Acting under pressure, many organizations make decisions that fall short, that operate in a frustrating cycle of trial and error, and can waste millions. Management experts consider the Cuban Missile Crisis one of the most successful decision making processes in history. Using footage from the Kennedy Executive Committee debate, you will learn key strategies to neutralize crises within your organization.

LENGTH: 25 min.

PRODUCER: Advanced Knowledge, Inc.

PRICING: Purchase: DVD: \$795.00

ECOSYSTEM IN YOUR BUSINESS, THE - CELEBRATING DIVERSITY LESSONS FROM THE WILD

An Ecosystem is a biological community of interacting organisms and their physical environment. It can be compared to a business: a community of interacting departments / functional areas which combine to provide a service, or manufacture a product, to meet marketplace demands. This program effectively uses a variety of animals from the Serengeti as a metaphor to demonstrate the manner in which diversity is most effectively managed in the workplace - by acknowledging and accepting differences while building on similarities and dependencies. Stunning wildlife footage is used to demonstrate how animals have unique characteristics and how they differ in terms of their social interaction, eating habits and the manner in which they protect themselves. The video also demonstrates how the animals collaborate to deal with the competition of predators and the challenges of survival on a daily basis. The program closes by suggesting that if we took some of those characteristics into the workplace - we could learn to celebrate our diversity.

LENGTH: 8 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

IT'S A WONDERFUL LIFE: LEADING THROUGH SERVICE

Using clips from the classic black and white movie, "It's A Wonderful Life", starring James Stewart, this training program demonstrates a very current and ground-breaking leadership model. "Servant leadership" is a fundamentally human process - our desire to serve and help one another. We seek leadership positions, even temporary or short-lived ones, because we believe in people. We want to help them do good work and have satisfying lives. By using "servant leadership" at work, you will be able to create substantially greater productivity and employee satisfaction.

LENGTH: 22 min.

PRODUCER: Advanced Knowledge, Inc.

PRICING: Purchase: DVD: \$795.00

Marlin Westwood Training

2624 Dunwin Drive, Units 9 & 10, Mississauga, ON L5L 3T5

Tel: 1-800-865-7617 Fax: 1-800-203-8786

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JOURNEY, THE: REFLECTIONS ON CHANGE

A camera locked on the front of the legendary Indian-Pacific train presents stunning images of changing light, weather and landscapes. These present the perfect metaphor for the journey of change that we all must travel. This video is for every session where change and an open mind are needed. Your journey offers a meaningful and insightful look at this most vexing of all topics. Evocative music and beautiful scenery are gently interrupted by quotes from some of the world's leading thinkers. Each quote talks about change. It deals with the imperative to change and the need to adapt to the circumstances we face. This film will beautifully open or close any meeting where change will be the essence of the discussion.

LENGTH: 3 min.

PRODUCER: DYNAMIC TRAINING MEDIA

PRICING: Purchase: DVD: \$295.00

LEOPARD IN YOUR BUSINESS, THE LESSONS FROM THE WILD

In this program the leopard is used as a metaphor to compare individual predator behaviour with the principles of good planning. Through the use of enthralling wildlife footage on the leopard in its natural habitat, the video reflects examples of careful planning and faultless execution. Learners will understand the importance of having a focused and meticulously clear plan related to defined and measurable goals. As the story of the leopard unfolds, the message of planning according to your strengths and weaknesses is clearly demonstrated along with the importance of setting high performance standards, which are measured and rectified when necessary in order to meet the challenges that lie ahead.

LENGTH: 14 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

SPIRIT OF THE DOLPHIN, THE: LESSONS FOR THE WORKPLACE

The dolphin epitomizes energy and animation within their day-to-day actions. They integrate animation and energy in a joyful completion of their work, and then they celebrate through play. They are highly balanced animals. The lessons for our workplace that we identify in the film, *The Spirit of the Dolphin* are ones that will assist you to inject spirit in your workplace, the kind of spirit that automatically generates fun...and greater productivity. The program is made up of 2 parts. The first 2 minutes relates well-known facts about dolphins to workplace issues. It is followed by a 30-minute loop of dolphin footage which can be played while expanding the information in the video into a training program.

LENGTH: 32 min.

PRODUCER: DYNAMIC TRAINING MEDIA

PRICING: Purchase: DVD: \$375.00

STORY OF SHINGALANA, THE - WORKING WITH NEW IDEAS LESSONS FROM THE WILD

In this program, a lioness, through the use of stunning wildlife footage, is used as the metaphor to explore the concept of innovation, allowing for new ideas and developing implementation techniques. The video tells a story of a young 2-day-old lioness cub that was found by the Vartys and reared to adulthood. The manner in which they did this challenged the conventions of human/animal interaction as well as the traditional wisdom of lion pride behaviour. The story includes spectacular footage of the interaction between Gill Varty and the young, adolescent and then fully-grown lioness, named Shingalana. As they prepare for Shingalana's release, the drama unfolds when they introduce Shingalana into a local pride of lions. While the males appear to be friendly, the females adopt a very different set of behaviours - with disastrous consequences. This video demonstrates the metaphor of resistance to change; of how new ideas and new ways of doing things are often rejected simply because they are new.

LENGTH: 16 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

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TEAMSPEAK: HOW TO ASK POSITIVE QUESTIONS

We understand that speaking clearly, using proper listening skills, and knowing the importance of non-verbal cues all play vital roles in clear communication between people in organizations. Surprisingly, the impact of questions, and how to ask them properly, remain an unacknowledged part of the training curriculum. This sprightly and to-the-point video addresses that shortfall. Driving home the lessons is John O'Hurley, best known as J. Peterman on the *Seinfeld* series. His unique persona helps deliver these important points.

1. Appreciate how learning to ask positive question can improve team effectiveness.
2. Recognize that asking questions is a communications skill, just like speaking clearly or listening effectively.
3. Develop the ability to use inflection, phrasing, and timing to ask positive questions.

LENGTH: 12 min.

PRODUCER: Advanced Knowledge, Inc.

PRICING: Purchase: DVD: \$495.00

TIGER IN YOUR BUSINESS, THE LESSONS FROM THE WILD

The tiger, through the use of stunning wildlife footage, is used as a metaphor to explore the concept of **change**. The video tells the story of two Bengal tigers that were brought up in captivity, where they failed to breed and were then brought to South Africa to see if the could be re-introduced to the wild in the hope of starting a tiger breeding program. A human surrogate "mother" teaches them to stalk and hunt. Initially, their hunting is misdirected; then after developing a strategy, they learn the value of waiting, patience, timing, stealth and ambush. We humans are all "tigers in cages," trapped by our beliefs, habits and entrenched routines, which prevent us from reaching our potential. We can cling to our old ways and become extinct, or like the tigers, we can embrace change, and survive.

LENGTH: 15 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

TUSKS OR FANGS? - LEADERSHIP STYLES LESSONS FROM THE WILD

This video gives a metaphoric perspective on leadership styles required in the 21st century using compelling footage on the behaviour of elephants and lions in the wild. It tells the story of the communicative styles of elephants and the competitive styles of lions and how these relate to the behaviour of the herd and the pride, their relationship with their environment, their relationship with other species, and their ability to communicate. This video is a critical analysis of the principles driving modern business and demonstrates that the predatory behaviour of the lion is symbolic of the way most companies are run today - but that the world cannot go on like this. The video argues strongly for an alternative and more positive vision involving sustainable business in both the social and environmental sense and that in order to achieve this, companies will need to change from the tooth-and-claw logic of the lion to the more caring, holistic philosophy of the elephant.

LENGTH: 12 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

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WHAT A MANAGER SHOULD SAY

Leaders should recognize that everything happens through conversation. Language matters. It can divide us or unite us. The words you choose and how you use them are the keys to *Creating We*. As a manager, try Shifting from the words you use, To the words that you should choose. You have choices about how you engage and influence others at work – creating positive ripple effects wherever you go. You play an important role in creating the shift from I to *We*. By creating a “*WE*” culture, everyone has a voice in working towards the same common goals – achieving unparalleled results.

This DVD includes 2 versions, one with & one without narration. It can be stopped at various points so that your audience can discuss how it applies to your work environment. It will allow for a dialog about shifting the words you use.

However you use *What A Manager Should Say* we think you’ll find it an effective way to get your meetings or training sessions off to a productive start.

LENGTH: 5 min.

PRODUCER: Advanced Knowledge, Inc.

PRICING: Purchase: DVD: \$325.00

WILD DOG IN YOUR BUSINESS, THE LESSONS FROM THE WILD

In this exceptional production, the African wild dog, through the use of the most incredible wildlife footage, is used as a metaphor to compare individual behaviour with team behaviour. Experience and nature has taught the wild dog that however skilled at hunting individual animals may be, success cannot be measured in the execution of a single knockdown - the battle must be won day after day after day. The African wild dog has learnt that teamwork is a prerequisite for success and that teamwork means more than occupying a common space. Learners will develop an understanding of the concept of limitations and vulnerability applicable to the solo player and how and why, together as a team, a group can thrive and survive.

LENGTH: 13 min.

PRODUCER: Learning Resources Pty Ltd

PRICING: Purchase: DVD: \$495.00

WORKTEAMS AND THE WIZARD OF OZ

If you’ve seen the original *The Wizard of OZ* starring Judy Garland, you know it’s about a young girl who dreams of entering a magical land of witches and wizards. What you don’t know - yet - is that for all its wondrous fantasy, it contains a critical message for every organization. In the video, host Ken Blanchard, using footage from the movie, shows how Dorothy; courageously faces the frightening challenges of a strange world while pursuing a focused goal; allies herself with diverse individuals and makes them a team with a shared objective; delegates tasks and empowers others to creatively take risks; and encourages honesty to strengthen bonds. It proves that teams can reach their goals no matter how diverse their members or how difficult the undertaking, when they put into practice the lessons shown here. Besides these lessons in teamwork, the video can also bring magic to sessions on empowerment, communication and leadership.

LENGTH: 18 min.

PRODUCER: Advanced Knowledge, Inc.

PRICING: Purchase: DVD: \$795.00

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