

Marlin Westwood Training

Summer Sale until September 3rd

20% discount off list price on one title

30% discount off list price on any additional titles

An additional 10% discount will apply to Healthcare, Government, Non-Profit & Education Customers

All available in DVD format • Prices subject to change without notice • Shipping & taxes are extra

Communication and Interpersonal Relations

Five Secrets Of Communication - The 5 Communication Secrets That Swept Obama To The Presidency

In a mere four years, Barack Obama went from being largely unknown to the presidency of the United States. In easy, step-by-step lessons, illustrated by videos of President Obama's own speeches, this program shows how YOU can use the same powerful communications techniques to transform your career and your personal relationships. 47 min. (produced by Futura Pictures Inc.) **List Price \$495**



Basic Facilitation

Basic Facilitation is an engaging half-day workshop that teaches facilitators how to run dynamic, effective meetings. Learn secrets for increasing productivity and improving group interactions. 29 min. (produced by Workplace Publishing) **List Price \$695**

Handling The Baggage

Tips and strategies for managers and employees alike on how to cope when personal matters affect work performance. 18 min. (produced by Training Point.Net) **List Price \$695**

The Invisible Meeting

Learn six effective techniques for making your conference calls more productive, saving your organization time and money. 18 min. (produced by Video Visions) **List Price \$795**

Customer Empathy: The Emotional Solution To Customer Retention

Customer empathy is NOT customer "service". This program will teach you how exercising empathy can reward you with enormous profits and a dramatic culture shift; even if you already believe you are in a customer-centric organization. 11 min. (produced by Ross Shafer Productions) **List Price \$395**



Managing Generation Y **BESTSELLER!**

This program explores a range of strategies associated with attracting, retaining, managing, and capitalizing on the strengths of Generation Y workers. 18 min. (produced by Training Point.Net) **List Price \$695**

People

A visually engaging launching point to any training session, *People* beautifully illustrates the potential of the universal human traits of kindness, generosity, and respect in our workplaces. **(Available in French: Les Gens)** 4 min. (produced by Workplace Publishing) **List Price \$375**

Talk Isn't Cheap

This video demonstrates practical, effective techniques for improving communication in the workplace by dramatizing how expensive and careless a communication error can be. 19 min. (produced by Video Visions) **List Price \$695**

Teamspeak: How To Ask Positive Questions

This sprightly and to-the-point video shows how to improve the ability to ask positive questions to bolster team effectiveness and communications. 12 min. (produced by Advanced Knowledge) **List Price \$495**

Management and Supervisory Development

Leader Madness **BESTSELLER!**

Leadership is a powerful substance that can be easily abused. This entertaining training program demonstrates six warning signs of ineffective leadership, showing how seemingly insignificant actions can develop into destructive practices. 21 min. (produced by Video Visions) **List Price \$795**

Managing Me

BESTSELLER!

See how the key to managing other people is to learn how to manage ourselves. (Available in French: *Se Maitriser Soi-Meme*) 16 min. (produced by Video Visions) **List Price \$795**

What a Manager Should Say

BESTSELLER!

As a manager, you have choices about how you engage and influence others at work - creating positive ripple effects wherever you go. This video stimulates a dialog about shifting the words you use. 5 min. (produced by Advanced Knowledge) **List Price \$325**

Would I Follow Me?

BESTSELLER!

Viewers of this video will learn productive leadership behaviors and see how they affect the success of their work group. (Available in French: *Est-ce Que Je Me Respecterais?*) 18 min. (produced by Video Visions) **List Price \$695**

Would I Inspire Me?

Find out practical ways to make work life more meaningful, productive, and rewarding for yourself and your team. 16 min. (produced by Video Visions) **List Price \$795**

Would I Work For Me?

Trying to get the people you lead to go that extra mile isn't easy. This video demonstrates the negative and positive effects of management on people's motivation and productivity. 20 min. (produced by Video Visions) **List Price \$695**

Problem Solving

The Cuban Missile Crisis: A Case Study In Decision Making And Its Consequences

Using footage from the Kennedy Executive Committee debate, you will learn key strategies to make critical decisions and neutralize crises within your organization. 25 min. (produced by Advanced Knowledge) **List price: \$795**

Greener Workplace, A: Planning And Managing Sustainability

Businesses are now expected not only to be 'good environmental citizens' but to be instrumental in leading changes in thinking and behavior about environmental issues. A Greener Workplace explores these issues, featuring interviews with leading consultants and businesses who have implemented successful environmental strategies. 18 min. (produced by Training Point.Net) **List Price \$695**



How Do You Put A Giraffe Into A Refrigerator?

This quick and quirky program will supercharge your team's brain, prompting everyone to participate and think in fresh ways at a meeting. 5 min. (produced by Advanced Knowledge) **List Price \$295**

Who Are "They" Anyway? BESTSELLER!

An entertaining and enlightening program that helps you and your organization make the shift from looking for "them" to beginning to accept personal accountability. 17 min. (produced by Dynamic Training Media) **List Price \$495**

The Story Of Shingalana - Working With New Ideas

In this program, a lioness is used as the metaphor to explore the concept of innovation, allowing for new ideas and developing implementation techniques. 16 min. (produced by Learning Resources) **List Price \$495**

Leadership

Enhancing Morale

This program investigates the link between workplace culture and morale, and the role that leaders play in creating and maintaining morale. It offers practical steps to develop a positive workplace culture. 12 min. (produced by Training Point.Net) **List Price \$395**



"Perfect World"

Using a powerful metaphor, this video encourages viewers to reflect about the importance of diversity. 14 min. (produced by Dynamic Training Media) **List Price \$325**

Giving Leadership Away

Giving Leadership Away can help both new and experienced leaders take on the challenge of letting go of their work. 20 min. (produced by Video Visions) **List Price \$695**

Leadership In Action

This program investigates leadership traits and explores strategies for enhancing leadership potential. It will benefit decision-makers, managers and team leaders, and those aspiring to leadership roles. 13 min. (produced by Training Point.Net) **List Price \$395**



It's A Wonderful Life:

Leading Through Service

Using clips from the classic movie, "It's A Wonderful Life," this training program demonstrates a groundbreaking leadership model that could lead to greater productivity and employee satisfaction.

22 min. (produced by Advanced Knowledge) **List Price \$795**

Leadership: What's Trust Got To Do With It? (2nd Edition)

Trust is the foundation of leadership. See how one team leader got his team working again by using three essential trust building behaviours.



(Available in French:

Leadership: Une Question de

Confiance). 19 min. (produced by Video Visions)

List Price \$825

Training Point Issues in Management

(Series: 4 Titles)

Titles include: *Management Styles*

- *Authoritarian And Delegative;*

Management Styles - Paternalistic

And Collaborative; Generational

Diversity; The Aging Workforce.

36 min. (produced by Training Point.Net)

List Price \$995

Management Styles - Authoritarian And Delegative

Management styles can be broadly categorized into four types. In this program, we examine two styles - authoritative and delegative. 9 min (produced by Training Point.Net)

List Price \$295

Management Styles - Paternalistic And Collaborative

Management styles can be broadly categorized into four types. In this program, we examine two types - paternalistic and collaborative. 9 min.

(produced by Training Point.Net)

List Price \$295

Generational Diversity

Different ages working together is not new, but the phenomenon of Baby Boomers, Generation X and Gen Y all working together is both complex and fascinating. Learn how to improve workplace relationships, tap into expertise and retain talent. 8 min. (produced by Training Point.Net) **List Price \$295**

The Aging Workforce

Fewer young people coming into the workforce has serious implications for employers and business owners. This program provides insights into the changing age demographic in the workforce and considers the benefits that older workers bring. 10 min (produced by Training Point.Net) **List Price \$295**

Tusks Or Fangs? - Leadership Styles

This video gives a perspective on leadership styles required in the 21st century by using compelling footage of the behaviour of elephants and lions in the wild. 12 min. (produced by Learning Resources) **List Price \$495**

Team Building

Five Star Teamwork

BESTSELLER!

Achieve consistent performance and daily excellence in your organization by emulating the remarkable team at the Four Seasons Restaurant in New York City - for 40 years one of the top-rated destination restaurants in the world. 17 min. (produced by Workplace Publishing)

List Price \$725

Lessons From Geese

Lessons from Geese will begin every meeting with an invigorating and upbeat message about working as teams. Available in French. 32 min. (produced by Dynamic Training Media)

List Price \$375

Twelve Angry Men: Teams That Don't Quit

Clips from the classic movie *Twelve Angry Men* help to demonstrate accountability in teamwork - not quitting until the team has made a decision that all can support, no matter how difficult the process. 24 min. (produced by Advanced Knowledge) **List Price \$795**

Teamwork: What's Trust Got To Do With It?

This video demonstrates how to build and maintain trust among team members, helping the team to get things done. 19 min. (produced by Video Visions)

List Price \$695

Lessons From The Wild

(Series: 4 Titles)

Titles include: *The Baboon in Your Business; The Leopard in Your Business; The Tiger in Your Business; The Wild Dog in Your Business.* 54 min. (produced by Learning Resources)

List Price \$1595

The Baboon In Your Business

The message from this absorbing video is that 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, and innovation. 12 min. (produced by Learning Resources) **List Price \$495**

The Leopard In Your Business

This video reflects examples of careful planning and faultless execution by using enthralling wildlife footage of the leopard in its natural habitat. 14 min. (produced by Learning Resources) **List Price \$495**

The Tiger In Your Business

The tiger is used as a metaphor in this program to explore the human resistance to change that prevents us from reaching our potential. 15 min. (produced by Learning Resources) **List Price \$495**

The Wild Dog In Your Business

In this exceptional production, the African wild dog is used as a metaphor to compare why working together as a team instead of individually helps your workplace thrive. 13 min. (produced by Learning Resources) **List Price \$495**

Diversity

It's All About Culture

This program covers important aspects of identifying, building and changing a workplace culture. 20 min. (produced by Training Point.Net) **List Price \$695**

Fostering Team Diversity

Today's successful and effective organizations are the ones that are able to tap into the varying skills, competencies and experiences of all of their diverse team members. This DVD explores that message. 22 min. (produced by Visual Quest Media) **List Price \$595**

Workteams And The Wizard Of Oz

Teams can reach their goals no matter how diverse their members are or how difficult the undertaking is when they put into practice the lessons shown here. 18 min. (produced by Advanced Knowledge) **List Price \$795**

The Ecosystem In Your Business - Celebrating Diversity

This program effectively uses a variety of animals from the Serengeti as a metaphor to demonstrate the most effective way to manage diversity in the workplace - by acknowledging and accepting differences while building on similarities and dependencies. 8 min. (produced by Learning Resources) **List Price \$495**

Customer Service

You've Got Customers

By following the trials of an employee with his first customer service job, you will learn from this program six key customer service techniques that could be used for any business, anywhere. 20 min. (produced by Video Visions) **List Price \$695**

So Help Me (Series: 2 Titles)

Titles include: *So Help Me – Employee Edition*; *So Help Me – Supervisor Edition*. 34 min. (produced by Video Visions) **List Price \$1025**

So Help Me Employee Edition - BESTSELLER!

So Help Me (Employee Edition) illustrates realistic customer service problems that can frustrate both customers and employees. 16 min. (produced by Video Visions) **List price \$695**

So Help Me Supervisor Edition

So Help Me (Supervisor Edition) takes a fresh look at customer service by showing the direct connection between a supervisor's behaviour and the way employees treat customers. 18 min. (produced by Video Visions) **List Price \$695**

What's In It For Me?

This innovative customer service video training tool looks at customer service from a viewpoint that will truly motivate employees – their own perspective. 20 min. (produced by Workplace Publishing) **List Price \$695**

Mentoring

Dimensions Of Coaching - BESTSELLER!

With the help of the tactics in *Dimensions of Coaching*, your entire workforce will be better prepared to meet the challenges of the marketplace and perform at their peak. **(Available in French: *Les Differentes Facettes du Coaching*)** 24 min. (produced by Workplace Publishing) **List Price \$695**

The Spirit Of The Dolphin: Lessons For The Workplace

Dolphins epitomize energy and animation. The lessons for the workplace in this film will help inject the kind of spirit into your workplace that automatically generates both fun and greater productivity. 32 min. (produced by Dynamic Training Media)

List Price \$375

The Value Of Mentoring

Mentoring programs are a hot topic. This DVD is an ideal resource for any organization considering or evaluating a workplace mentoring program. 25 min. (produced by Dynamic Training Media) **List Price \$595**

Motivation

How You Think Is Everything: The Power Of Natural Intelligence

During his seven years in captivity, ex-hostage Terry Anderson developed coping strategies that let him thrive in an extremely difficult environment. Together with human intelligence expert Dr. Robert Flower, Anderson teaches skills that empower professionals to succeed no matter what challenges they face. 15 min. (produced by Workplace Publishing) **List Price \$695**

Lincoln

A great motivational session starter, this is a stirring story of how Abraham Lincoln overcame adversity to become one of the greatest presidents of the United States. 2 min. (produced by Dynamic Training Media)

List Price \$295

Nobody Moved Your Cheese!

Nobody Moved Your Cheese! encourages everyone to consider that the more you can integrate your avocations with your vocation, the more energy and enthusiasm you will bring to the job - helping to ensure your relevance in the workforce for a lifetime. 16 min. (produced by Ross Shafer) **List Price \$149**

Conflict Management

Effective People Skills (Series: 8 Titles)

Effective People Skills is a series of eight one-hour workshops that teaches employees essential skills for resolving conflicts, enhancing collaboration and productivity, and infusing a spirit of teamwork and respect at your company. 50 min. (produced by Workplace Publishing)

List Price \$800

The Journey: Reflections On Change

A camera locked on the front of the legendary Indian-Pacific train presents stunning images of changing light, weather and landscapes; a 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. 3 min. (produced by Dynamic Training Media) **List Price \$295**

Session Starters

My Idea

Did you ever wonder why teams could be so dynamic at meetings but fail to move forward? *My Idea* is just the session starter you need to get people focused on progress and action. 2 min. (produced by Dynamic Training Media) **List Price \$295**

Interviewing Techniques

Hire for Attitude

Why focus on attitude when hiring a new worker? Quite simply, skills can be taught, attitude cannot. This video goes through the entire hiring process, from planning through interviewing and evaluation. 20 min. (produced by Video Visions) **List Price \$695**

Empowerment

Has That Buck Stopped Yet?

This program provides excellent discussion-starting material on the importance of individuals taking on responsibility in the workplace, and the benefits to the entire organization. 7 min. (produced by Training Point.Net) **List Price \$495**