



STANDARD INDUSTRY GROUP: 874

SERVICE: Mission Oriented Business Integrated Services
SERVICE CODES: R499

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: gsaadvantage.gov

Schedule Title: Training Services; Instructor Led Training; Web-Based Training and Education Courses; Course Development and Test Administration.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Number: GS-02F-0109W

Contract period: 02/03/2015-02/02/2020

Contractor's name, address, and phone number:

**Advanced Business Learning, Incorporated
8777 Via De Ventura, Suite #290
Scottsdale, AZ 85258**

Telephone Number: (480) 222-7507
Fax Number: (480) 367-9358
email: Tom@advancedbusinesslearning.com

Contractor's internet address/web site where schedule information can be found (as applicable) is:
www.advancedbusinesslearning.com

This pricelist includes all Modifications through PO-0022 dated 01/15/15.

Business size: Small Business

1. (a) Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s):

SIN 874-5 – Prepared Printed Instructional Material
SIN 874-4 – Instructor Led Training

1. (b) Identification of the lowest price model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply:

SIN 874-5 Printed Instructional Course Material Included at no cost with Courses
SIN 874-5 One-Half Day, One-Day, Two Day Courses \$460/Per Person for Courses
\$2,760/6 Person Course Held in Scottsdale, AZ and \$3,000 Per 6 Person Course Held at a Government Facility or City where the training will take place.

1. (c) If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. Refer to Custom Instructional Labor Categories and Rates.

2. Maximum order: \$1,000,000

3. Minimum order: \$2,732.34

4. Geographic coverage: Contiguous 48 States and the District of Columbia

5. Point(s) of production (city, county, and State or foreign country): Scottsdale, AZ

6. Discount from list prices or statement of net price: Prices are Net

7. Quantity discounts: Prices are Net 30 (IFF Fees are included in the price).

8. Prompt payment terms: 1%, 10 Days on normal GSA Pricing purchases. Discount does not apply To Credit Card Purchases

9. (a) Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Yes (Visa and MasterCard)

9. (b) Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Yes (Visa and MasterCard)

10. Foreign items (list items by country of origin): NOT APPLICABLE

11. (a) Time of delivery. 30 days ARO

11. (b) Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited deliver: NOT APPLICABLE

11. (c) Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery is available. Also, the Contractor will indicate that the schedule customer may contract the Contractor

for rates for overnight and 2-day delivery: NOT APPLICABLE

11. (d) Urgent Requirements: The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery" NOT APPLICABLE
12. F.O.B. point(s): Destination
13. (a) Ordering address:
Advanced Business Learning, Incorporated
8777 Via De Ventura #290
Scottsdale, AZ 85258
ATTN: Sales Order Processing
13. (b) Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at GSA/FSS Schedule homepage (fss.gsa.gov/schedules). NOT APPLICABLE
14. Payment address:
Advanced Business Learning, Incorporated
8777 Via De Ventura #290
Scottsdale, AZ 85258
ATTN: Accounts Payable
15. Warranty provision: NOT APPLICABLE
16. Export packing charges, if applicable: NOT APPLICABLE
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Yes
18. Terms and conditions of rental, maintenance, and repair (if applicable): NOT APPLICABLE
19. Terms and conditions of installation (if applicable): NOT APPLICABLE
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): NOT APPLICABLE
20. (a) Terms and conditions for any other services (if applicable): NOT APPLICABLE
21. List of service and distribution points (if applicable): NOT APPLICABLE
22. List of participating dealers (if applicable): NOT APPLICABLE
23. Preventive maintenance (if applicable): NOT APPLICABLE
24. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency and/or reduced pollutants): NOT APPLICABLE
24. (b) If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:
www.Section508.gov: NOT APPLICABLE
25. Data Universal Number System (DUNS) number: 788489180

26. Notification regarding registration in the System for Award Management (SAM) database

Advanced Business Learning is listed in SAM and the registration is valid until 11-20-15 and will be renewed.

27. Federal Tax Identification Number (TIN): 20-3591579

28. Cage Code: 5H7B8

29: Authorized Dealers: Not applicable

FSS Price List (all prices include IFF Fees) Product & Services Catalog

Effective 10-18-13



Experience the **Epic Live Difference...**

Effective and Impressive Training
for up to **50% Less** than 5-day programs

A Perfect Way to Learn

Our real-world HD training courses are cost-effective – often as much as 50% less than competitors – and are structured in easy-to-digest, two hour time blocks. That means you benefit from maximum learning, optimum absorption and minimal down time to reduce the impact on everyday work.

Certified IT programs at half the cost: Cisco®, Microsoft®, VMware, PMI

No out-of-office 5-day classroom event and no travel expenses

Archived reinforcement library

1-year of mentor services included with instructor

24x7 access to labs and gear

Staying on top of the next wave of technology while managing a complex infrastructure can be one of the toughest challenges your IT department faces – but in today's competitive economy, it's a requirement. ABL brings you an unparalleled, HD online training experience from experts in the most current and relevant enterprise technologies from Cisco, Microsoft, VMware and the Project Management Institute.

Current, Relevant IT Training Solutions

Your IT team will advance quickly through engaging, interactive online training scenarios in Live and Replay modes to put expert learning objectives into immediate action. That means maximum value and impact to your organization, yet minimal out-of-office time. Our expert classes are specifically designed to optimize learning for various learning styles by focusing on your employees' everyday working environment and balancing courseware with hands-on action. It is truly the ultimate learning experience like you've never seen before!

Designed and Taught by Leading IT Industry Experts

To master a new skill, you want to learn from the best. Our solutions are not just designed to look great; they are developed by experts with more than 20 years of depth in the IT training industry. Our courseware masterfully blends sound instructional design and practical teaching philosophies with an engaging, relevant learning experience in the latest technologies. Our memorable, interactive and exciting online classroom experience is proven to increase adoption and retention while preparing your employees for the future.

Instructed through Real-world Scenarios

We connect our students with live servers and gear running in a multi-million dollar network center. Students get hands-on practice with everything they have learned so that they can immediately apply it in live environments. What's more, students get unlimited (24x7) access to labs and gear, so they can get a refresher before an important upgrade or install. Every student also gets a designated, expert Mentor they can contact to ask questions or review topics on the fly, helping ensure the training is fully ingrained and utilized.

Certified Provider of:  Microsoft   

Epic Live Course Descriptions:

Title	Overview	Length	List Price
Microsoft - Active Directory Services - Configuring Microsoft Windows Server 2008 R2	Configuring Server 2008 ADS 1.0 is highly recommended for any individual responsible for Windows Server 2008 Active Directory environments. This Microsoft training course provides learners with the knowledge and skills to configure Active Directory Domain Services in a distributed environment, implement Group Policies, perform backup and restore, and monitor and troubleshoot Active Directory related issues, as well as the ability to configure identity and access solutions.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft - Network Infrastructure Services - Configuring Microsoft Windows Server 2008 R2	This Microsoft training course is created to provide students with the knowledge and skills to construct, secure and utilize networking technologies associated with a Microsoft Windows Server 2008 R2 network infrastructure. This includes training for Microsoft Windows Server DNS, DHCP, Remote Access and IPsec.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco - Interconnecting Cisco Network Devices-Part 1 (ICND1)	The Interconnecting Cisco Network Devices Part 1 course is the first step into Cisco training for networking and a core CCNA class. The goal of this course (and as a CCNA class) is to provide students with the key skills to be successful during the configuration of all routers and switches. Students who have attended the ICND Part 1 course will gain competency in the operation, configuration and maintenance of Cisco IOS-based devices and ISR-capable routers. Students will also gain a thorough understanding of TCP/IP in LAN and WAN environments. A crucial element of this Cisco course is the coverage of IP subnetting, which is needed for success at all levels of Cisco certification. ICND Part 1 should be considered a prerequisite for entry into ICND Part 2. These are CCNA classes and CCENT classes designed to help you prepare for both the CCNA and CCENT exams.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Project Management Professional Certification	Our Project Management Professional Certification (PMP) 4.0 (4th Ed Aligned) course will prepare you for the exam. Certified Associate in Project Management (CAPM®) PMI's Certified Associate in Project Management (CAPM)® is a valuable entry-level certification for project practitioners. Designed for those with less project experience, the CAPM® demonstrates your understanding of the fundamental knowledge, terminology and processes of effective project management	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71

Microsoft – Application Platform Services – Configuring Microsoft Windows Server 2008 R2	This Microsoft course provides students with the knowledge and skill to draft and deploy application services technologies associated with a Windows Server 2008 R2. This includes training for Microsoft Windows Deployment Services, network load balancing, virtualization, clustering, Terminal Services, web and network application services and SharePoint.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft - Windows Server 2008 R2 Administration	This Microsoft training course focuses on configuring and installing Microsoft Windows Server 2008 and constructing various roles such as WSUS, Certificate Services, DNS, DHCP and High Availability services using SAN's. Installation technologies include using BitLocker, Diskpart, and Group Policy for deployment. This Microsoft course also provides training on implementing IPv4 and IPv6 in various configurations while assisting you in identifying resolution to these addresses with DNS. In addition, you will be instructed on how to implement Patch Management and to Secure and Monitor Servers in Windows Server 2008 with such services and utilities as Encryption, Group Policy, Performance Monitor and Data Collector, WSUS, and many more.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft – Designing, Deploying and Administering Microsoft Exchange Server 2010	This Microsoft training course will provide you with the knowledge and skills to configure and manage an Microsoft Exchange Server 2010 messaging environment. This course does not require previous Exchange Server experience, but does require that students have significant experience in managing Windows Server and Active Directory services or Active Directory Domain Services (AD DS). This course provides training to configure Microsoft Exchange Server 2010, as well as provide guidelines, best practices, and considerations that will help you optimize your Exchange Server deployment.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft – Configuring Microsoft Windows 7	This Microsoft training course is intended to provide training for IT professionals who are interested in expanding their knowledge base and technical skills about Microsoft Windows 7 Client. In this course, students learn how to install, upgrade, and migrate to Microsoft Windows 7 client. Students also learn to configure Windows 7 clients for network connectivity, security, maintenance, and mobile computing.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft - Windows Server 2008 R2 Enterprise Administration	This Microsoft training course is designed to provide students with the knowledge and skills to plan and deploy networking technologies associated with a Microsoft Windows Server 2008 R2 network infrastructure. This training for Microsoft also includes networking services, application deployment, Terminal Services, Virtualization, and Active Directory.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft – System Center 2012 Configuration Manager	This course provides students with the knowledge and skills to configure, deploy and manage a System Center 2012 Configuration Manager site and its associated site systems in the role of Configuration Manager administrators. Including the central administration site, one or more primary sites and secondary sites, and all associated site systems.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft – Configuring and Managing Microsoft SharePoint 2010	This Microsoft course teaches students how to install, configure and administer Microsoft SharePoint, and also to manage and monitor sites and users using SharePoint 2010.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Microsoft – Administrating Microsoft SharePoint 2010	This Microsoft training course teaches IT Professionals to design and deploy Microsoft SharePoint 2010. You'll also learn how to create new sites from scratch or by using site templates, create web parts from scratch and how to create workflows.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Interconnecting Cisco Network Devices-Part 2 (ICND2)	The Interconnecting Cisco Networking Devices, Part 2 (ICND2) training v2.0 course provides entry-level network administrators, network support, and help desk technicians with the knowledge and skills needed to install, configure, operate, and troubleshoot a small enterprise network. ICND2 v2.0 training is augmented by a virtual classroom presentation, which has additional slides and interactions for instructor use. In addition to the classic hardware-based lab, Cisco will offer a new set of Cisco Learning Lab Classroom Labs. ICND2 v2.0 focuses on understanding redundant topologies, troubleshooting common network issues, configuring EIGRP and multi-area OSPF in both IPv4 and IPv6, understanding Wide Area Network technologies, and becoming	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71

	familiar with device management and Cisco licensing. The learner will encounter more troubleshooting and more lab time than with the previous version of ICND.		
Cisco – Implementing Cisco IOS Network Security (IINS)	This Cisco training course focuses on the necessity of a comprehensive security policy and how it affects the structure of the network. Students will learn to perform basic tasks to secure a small branch type office network using Cisco IOS security features available through web-based GUIs (Cisco Router and Security Device Manager [SDM]) and the command-line interface (CLI) on the Cisco routers and switches.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Implementing Cisco IP Routing (ROUTE)	This is an advanced Cisco training course on Cisco routing configuration. Upon completion of this course, students will be able to configure and optimize a routing domain using OSPF, EIGRP, BGP, PBR, IP SLA and construct redistribution as needed. Learn the advanced routing skills you need to provide scalability for Cisco routers that are connected to LANs and WANs as part of a medium-to-large network site. You will learn how to dramatically increase the number of routers and sites using EIGRP and OSPF techniques, instead of redesigning the network when additional sites or configurations are added.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Implementing Cisco IP Switched Networks (SWITCH)	This is an advanced Cisco training course on Cisco switching configuration. Upon completion of this course students will be able to configure and optimize a switched infrastructure using VLANs, STP, RSTP, MSTP, and HSRP. Additionally, students will be able to secure this switched infrastructure and integrate wireless and IP telephony solutions using multilayer switches.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Troubleshooting and Maintaining Cisco IP Networks (TSHOOT)	This Cisco training course prepares you for Cisco Exam #642-832, so you will gain the skills needed to maintain your complex network environments and diagnose and resolve network problems quickly and effectively. You will learn to troubleshoot and maintain particular technologies, and you will learn procedural and organizational aspects of the troubleshooting and maintenance processes.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Securing Networks with Cisco Routers and Switches (SECURE)	This class will educate learners on the industry best practices for securing Cisco routers and switches. Students will learn to secure switches, including advanced Layer 2 security and Identity-Based Networking Services (IBNS) based on IEEE 802.1x. Some topics covered will be network platform security, VPN, Firewall, and IPS, and securing a router's control, plane, and management planes. A large portion of the class will focus on advanced VPN topics, including: Remote access IPsec VPN with the Easy VPN Server Virtual Tunnel Interfaces Dynamic Multipoint VPN (DMVPN) Group Encryption Transport VPN (GET VPN) GRE over IPsec. Using digital certificates for VPN authentication Cisco VPN Client and Easy VPN Remote (hardware client) SSL VPN.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Deploying Cisco ASA Firewall Solutions (FIREWALL)	Learn the skills needed to configure, maintain, and operate the firewall features of the Cisco ASA 5500 Series Adaptive Security Appliances (ASAs). We have enhanced this Cisco ASA Firewall course and added depth to the standard labs, using a topology that simulates a typical production network. You'll use ASA 5520 appliances to work through configuring access control to and from your network. You will also examine the PIX firewall and the Firewall Services Module (FWSM).	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71
Cisco – Cisco Voice and Unified Communications Administration (COMM)	Cisco Voice and Unified Communications Administration v8.0 (ICOMM) teaches learners how to maintain and operate a Cisco Unified Communications solution that is based on Cisco Unified Communications Manager, Cisco Unified Communications Manager Express, Cisco Unity Connection, and Cisco Unified Presence. This course provides the learners with the knowledge and skills to achieve associate-level competency in Cisco Unified Communications. This course introduces the architecture, components, functionalities, and features of Cisco Unified Communications solutions and describes how daily job tasks, such as system monitoring, moves, adds, and changes are performed on Cisco Unified Communications Manager, Cisco Unified Communications Manager Express, Cisco Unity Connection, and Cisco Unified Presence. This course will help students prepare and pass the Cisco ICOMM certification exam.	This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16	\$2,494.71

Cisco – Deploying Cisco ASA VPN Solutions (VPN)	<p>Learn to configure, maintain, and operate VPN solutions based on the Cisco ASA 5500 Series Adaptive Security Appliance (ASA) including:</p> <ul style="list-style-type: none"> • Site-to-site IPsec VPN • Remote access IPsec VPN • Remote access SSL VPN. <p>We have enhanced the standard Cisco labs to run on our expanded topology to better simulate a typical production network. Using both an ASA 5520 and an ASA 5505, our expert instructors will guide you through exercises such as: Managing digital certificates for IPsec and SSL VPNs, Implementing both site-to-site and remote access VPN, Implementing VPN access policies for corporate employees, contractors, and partners.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$2,494.71</p>
Cisco – Implementing Cisco Intrusion Prevention System (IPS)	<p>The Implementing Cisco Intrusion Prevention System (IPS) course is part of the curriculum path leading to the Cisco Certified Network Professional Security (CCNP Security) certification. It is an expert-led course aimed at providing network security engineers with the knowledge and skills needed to deploy Cisco IPS-based security solutions. Successful graduates will be able to reduce risk to the IT infrastructure and applications using Cisco IPS features, and provide detailed operations support for the Cisco IPS.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$2,494.71</p>
Cisco – Cisco Data Center Unified Computing Implementation (DCUCI 4.0)	<p>In this Cisco DCUCI training course, you will learn rack installation and how to provision server hardware, operating systems or hypervisors, and applications. Focus is devoted to management, maintenance, and troubleshooting. You will learn about the Cisco data center virtualization solutions and how to execute a virtualization solution based on detailed implementation plans. The course follows a real life implementation providing hands-on experience by configuring the most recent Cisco Unified Computing System (UCS 5.0) solutions, including Cisco UCS B-Series, Cisco UCS C-Series, and Cisco Nexus 1000V product families. This newly updated course walks current and prospective Data Center Administrators through Cisco's UCS B-Series and UCS C-Series components with a heavy focus on systems architecture, installation, and administration. Special attention is paid to the individual components of a complete solution and how to install, configure, and maintain a Cisco UCS installation in various types of environments. Hands-on configuration labs throughout the week will reinforce the information as you build a complete solution.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$2,494.71</p>
Cisco – Cisco Data Center Unified Computing Design (DCUCD 4.0)	<p>This Cisco training course teaches IT Professionals the key components and procedures associated with choosing and designing scalable, reliable, and intelligent data center unified computing and virtualization solutions based on the Cisco Unified Computing System (UCS) product portfolio as a centerpiece integrated with contemporary virtualization solutions (for example, VMware vSphere, VMware View, Microsoft Hyper-V, Citrix XenServer, Citrix XenDesktop, Red hat Kernel-based Virtual Machine [KVM], and so on), operating systems (for example, Microsoft Windows and Linux), and applications (database, collaboration, and so on). The course is built upon the foundations of the Cisco Data Center Unified Computing Design (DCUCD). It describes the data center unified computing and virtualization solutions based on the Cisco data center unified computing product portfolio, explains how to evaluate and determine the requirements for data center computing solutions, and design Cisco data center unified computing solutions.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$2,494.71</p>
VMware – VMware vSphere: Install, Configure, Manage (VS.1)	<p>This exciting new online, hands-on training course explores installation, configuration, and management of VMware vSphere®, which consists of VMware ESXi™ and VMware vCenter Server™. The course is based on ESXi 5.x and vCenter Server 5.x. Completion of this course satisfies the prerequisite for taking the VMware Certified Professional 5 exam.</p> <p>You will spend considerable time in 20 different live labs through the class. You will get the hands on practice and experience you need to master VMware VCP [V5.x]. Students who complete this course may enroll in any of several more advanced vSphere courses.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$3,889.17</p>

VMware – VMware vSphere: Install, Configure, Manage for SMB	<p>This hands-on training course explores installation, configuration, and management of VMware vSphere®, which consists of VMware ESXi™ and VMware vCenter Server™. The course is based on ESXi 5.0 and vCenter Server 5.0. This exciting new online, hands-on training course explores installation, configuration, and management of VMware vSphere®, which consists of VMware ESXi™ and VMware vCenter Server™.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$2,982.37</p>
VMware – vSphere: Fast Track (V5.0)	<p>This intensive, extended-hours VMware training course, you will focus on installing, configuring, and managing VMware® vSphere® 5. You will explore the topics covered in VMware vSphere: Install, Configure, Manage in greater detail and expand upon them by learning advanced tasks and gaining expert skills for configuring a highly available and scalable virtual infrastructure. You will gain hands-on VMware vSphere training with real equipment on installing, configuring, and managing VMware vSphere, which consists of VMware ESXi™ 5.1 and VMware vCenter™ Server 5.1, and you will learn about all the new features found in vSphere 5. Topics unique to this course include Fault Tolerance, vSphere Management Assistant (vMA), Storage vMotion, and Distributed Power Management (DPM). And you will get tons of practice with the top 30+ live-gear, hands-on VMware labs.</p> <p>This fast-track VMware vSphere course aligns to the VMware Certified Professional (VCP 5) exam objectives more closely than any other VMware training course, and it satisfies the coursework requirements for certification. The course is based on VMware ESXi™ 5.1 and VMware vCenter Server™ 5.1. Completion of this course satisfies the prerequisite for taking the VMware® Certified Professional 5 exam.</p>	<p>This course runs for 2 hours per day; 4 days per week; for 2 weeks Total hours = 16</p>	<p>\$5,984.89</p>
IT Online Library	<p>With access to Advanced Business Learning's library of online IT training courses, you can deliver instructor-led training to your technical employees on the IT topics that they need to master – all on demand. Our IT online training library is loaded with beginning, intermediate, and advanced courses covering everything from computer basics, operating systems, help desktop topics, and networking to database administration, security, cloud computing, virtualization, Windows Server, Crystal Reports, and more. These courses are self-paced and flexible. They provide a classroom-like training experience at the convenience of your trainees – all at a fraction of the cost of live classes and boot camps.</p>	<p>12 Month, single user license</p>	<p>\$1,611.28</p>
<p>IT Online Library – 12 month, single user license Course Titles</p> <p><u>Apple</u> OS X Leopard Server</p> <p><u>Cisco</u> CCENT CCNA CCNP ICND1 ICND2</p> <p><u>CompTIA</u> A+ Linux+ Network+ Security+ Server+</p> <p><u>Cybersecurity</u> CISSP CISSP-ISSAP CISSP-ISSEP IT Security Awareness MCSE</p>	<p>MCSA Cloud Computing Exchange Server Lync Server Project Server SharePoint SQL Server System Center Visual Studio Window Client Administration Windows Server</p> <p><u>Oracle</u> SQL Certified Expert 11g DBA OCP 11g OCA 11g 10g DBA OCP 10g OCA 10g AS 10g Administrator AS Administrator 10g OCP AS Administrator 10g OCA 11g 10g</p>	<p><u>PMI</u> PMP</p> <p><u>Red Hat</u> RHCE RHCSA Red Hat Enterprise Linux (RHEL) 6</p> <p><u>SAP</u> Crystal Reports</p> <p><u>VMware</u> vSphere View</p>	

Desktop Online Library	<p>Online computer training is one of the most convenient options thanks to 24/7 access to the courses, self-paced learning, and interactive content. We've taken web based training to a new level by incorporating full motion, certified instructor-led computer training videos and by offering an unlimited subscription. The unlimited subscription is the perfect solution to the dilemma of "where do I begin?" For example, you'll find that taking individual Microsoft Office software courses covering Word, Excel, Outlook, Visio, and PowerPoint quickly adds up and makes a dent in your training budget. With the unlimited subscription, you'll pay one low price for unlimited access to WBT desktop application courses for the duration of your subscription.</p>	12 Month, single user license	\$241.01
Desktop Online Library – 12 month, single user license Course Titles <u>Adobe</u> Acrobat Dreamweaver Flash Illustrator InDesign Photoshop <u>Apple</u> Excel OS X Outlook Word	<u>Computer Basics</u> Introduction to PC's Introduction to the Internet <u>Corel</u> WordPerfect <u>IBM</u> Lotus Notes <u>Intuit</u> <u>Microsoft</u> Office Access Accounting Professional	Business Contact Manager Communicator Entourage Excel Groove InfoPath OneNote Outlook PowerPoint SharePoint Designer Visio Windows Word <u>Quark</u> Quark Express	
Soft Skills Online Library	<p>Every successful company understands the importance of effective communication and organizational skills. Whether you are dealing with colleagues, negotiating with suppliers or interacting with customers, the way that you present yourself and your ideas and manage your resources is key to your success in the workplace. We offer a full selection of Soft Skills online training videos designed to support your business and professional development. Presented by subject matter experts, these courses provide you with valuable interpersonal and organizational skills, enabling you to avoid costly miscommunication errors and missed deadlines. Covering a diverse range of topics from leadership, public speaking and time management skills to anger management, email etiquette and workplace diversity, these highly regarded courses will equip you with the tools you need to improve your job performance and your company's bottom line.</p>	12 Month, single user license	\$241.01

Soft Skills Online Library – 12 mnth, single user

license

Course Titles

Accounting & Finance

- Budgeting
- Business Accounting
- Business Finance
- Financial Management
- Financial Statements

Administrative Support

- Administrative Assistant

Business Law

Communication

- Business Etiquette
- Business Writing
- Cross-cultural Business
- Communication
- Email Etiquette
- Grammar Skills
- Interpersonal Communication
- Organizational Communication
- Presentation
- Telephone Skills

Consulting

Customer Service

- Call Center Management
- Customer Relations Management
- Customer Service Over the Telephone

Economics

HIPAA

- HIPAA Privacy
- HIPAA Security Awareness

Human Resources

- 360-Degree Feedback
- Exit Interviewing
- Human Resource Law
- Interviewing
- Organizational Learning

- Recruiting and Retention
- Sexual Harassment
- Workplace Bullying
- Workplace Diversity
- Organizational Learning
- Recruiting and Retention
- Sexual Harassment
- Workplace Bullying
- Workplace Diversity

Leadership

- Decision Making
- Delegation
- Leadership Development
- Goal Setting
- Motivation
- Organizational Crisis Management
- Problem Solving
- Strategic Decision Making
- Succession Planning

Management

- Business Ethics
- Change Management
- Coaching
- Conducting Meetings
- Correcting Performance Problems
- Employee Performance
- Facilitation
- Managing Change
- Managing Generations
- Managing the Expert
- Mentoring
- Negotiation
- Organization Behavior

Operations

- ISO 9001
- Operations Management
- Quality Management
- Six Sigma
- Value Chain Management

Personal Development

- Business Traveling
- Career Development
- Creativity and Innovation
- Organizational Skills
- Self Development
- Stress Management
- Time Management

Project Management

- Managing IT Projects
- Project Leadership
- Project Management Basic
- Project Management Advanced

Sales & Marketing

- Brand Management
- Marketing Essentials
- Sales Essentials
- Sales Management
- Selling Over the Telephone

Strategic Planning

- Competitive Intelligence
- Managing Business Risk
- Strategic Management

Team Building

- Cross-Functional Teams
- Project Teams
- Team Conflict
- Team Leadership
- Team Management
- Team Participation
- Virtual Teams

<p>All Access Online Library: IT, Desktop, Soft Skills</p>	<p>We also offer this All Access Plan, which provides you with access to the entire content of all three Libraries (IT, Desktop and Soft Skills). For one annual subscription price you can extend your training options to include technical training, desktop software and business soft skills. And best of all, you can watch as many of the online training videos as you like, logging in from anywhere during the term of your subscription.</p>	<p>12 Month, single user license</p>	<p>\$1,853.10</p>
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ABL also offers additional Online Training Courses not included in this FSS Schedule but available as Open Market Items; please see our webpage for a complete listing of our other offerings

Custom Instructional Design

In order to create Custom Instructional Design materials for clients, we recognize that one size does not fit all. All of our instructional design efforts utilize the PADDIE process: Plan, Analyze, Design, Develop, Implement, and Evaluate. This includes a multi-level assessment process. We collect and analyze appropriate data using various methods which can include interviews with Subject Matter Experts, historical data on existing programs, and proposed outcomes. We then evaluate our findings, prepare observations, and formulate recommendations based on best practice assessment for the development of the structure and content of a Custom program of instruction, comprised of print, on-line modules, and video modules as required.

This not only creates a superior program based on best practices assessment, it also serves to gain buy-in and build consensus for the training program. Pilot sessions are conducted to demonstrate that the learning activities achieve the learning objectives.

Our programs respect human diversity and employ a blend of learning methodologies that appeal to various expectations and learning styles. We use the best from all theories of adult learning—from cognitive models that illuminate complex concepts, to behaviorist reinforcement that builds skills, to humanist exercises that help participants learn from their own experiences. A typical program includes a mixture of:

- Visual models ("whiteboards") that simplify complex ideas Large and small team discussions; metaphors and analogies (often conveyed using multi- media)
- Individual worksheets and application exercises; role-plays, case studies (via instructor led, e-learning, smartphone apps, and Gamification)
- Technology-delivered instruction via an engaging, photorealistic, immersive learning environment. (Video instruction, simulations, Gamification)
- Action planning, feedback and assessment
- Tools, job-aids, and resources, such as webinars and VTCs, including a comprehensive sustainment plan to ensure the learning results in behavioral and performance outcomes

Our approach to managing the implementation is centered on these fundamental principles:

- Delivering depth and breadth of project resources at the right time, to meet deadlines and enable a timely implementation while delivering a quality solution.
- Focusing on applying demonstrated project management principles and leading practices to project delivery.

Our range of fees is based upon an estimated level of effort to complete the client requirements including design/development of advanced technology skills reinforcement exercises, methods and processes that include PADDIE instructional design principles, together with discovery, story boarding, scripting, development and creative treatment, editing, and final production and project management. When performing any custom development, we approach projects from one of two ways:

<p>1. Client Provides Content With this approach, content is provided to Advanced Business Learning in a format that would generally be considered ready-to-use.</p>	<p>2. Advanced Business Learning Provides Instructional Design With this approach, all content is developed by Advanced Business Learning, and all Custom Intellectual Property becomes the property of the client.</p>
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Pricing for projects is generally based on a fixed price, though we may work time and materials under a ceiling price when projects cannot be well defined. When estimating, we use per-hour rates to calculate the total costs.

Custom Instructional Design Labor Categories and Rates:

Title	Minimum General Experience and years of experience (Note: Education may be substituted or experience and vice versa)	Functional Responsibility	Education Requirements	Hourly Rate
Account Manager	10 years' experience	Responsible for overall direction, coordination and evaluation of client engagements. Review, audits and participates with all statement of work activities and contract related issues. Is the one point of contact for the client	BS degree	\$322.42
Program Manager/ Senior Consultant	5 years program management	This position is responsible for overseeing and managing every aspect of custom product development including research, design, testing, development, production, product launch and maintenance. Additionally, this role involves a high degree of business development activity, including active participation in large account strategy development, participation in sales calls and formal presentations to clients and proposals/RFP development.	BS degree (Master preferred)	\$302.27
Project Manager	5 years project management experience	Directs activities to implement and manage projects as outlined in a statement of work. Assist project teams to develop and implement project plans (specifications, time estimates, schedules, etc.). Ensure effective client communication, to include regular status reporting, completion of deliverables, invoicing, and overall project. Oversee all phases of development for a project, including but not limited to: analysis, design, development, quality, assurances, and implementation	BS degree	\$221.66
Instructional Designer/ Writer	5 years' Experience in Instructional Design	Research/review materials. Conduct needs analysis and task analysis. Create story boards. Write and design training materials that may be in the form of self-instructed modules, online-learning, performance support materials, or instructor-led-training in keeping with the principles of adult learning, and adhering to instructional design standards. Writes drafts keeping in mind curriculum planning and development, collaborating on content with the subject matter expert. Ensures the tone and language are appropriate for the target audience. Continuously interacts with project manager to ensure input, feedback and quality end product.	BS degree	\$181.36
Multi-media/ Video Producer	5 years' experience in Video/Multimedia production	Determines video applicability for courses. Directs talent and provides video layout, direction, and design for graphics and visual layout for all types of multimedia/video/simulations. Manages video production including staging, lighting, make up, wardrobe, or other functions required to create the video/simulations. Generates video and audio content with either existing or new footage. Directs production of new footage with location shots, green screen taping, and coordinated shot lists. Conducts auditions for video talent (actors and non-actors/SME's) Capable of applying effects, transitions, and title sequences. Output in various formats with systems testing, multi-pathing capabilities	BS degree or equivalent experience	\$221.66

Instructional Technologist	5 years' experience in instructional/Interactive Design	Assesses, designs and conceptualizes training scenarios, approaches, objectives, plans, tools, aids, curriculums, and other state of the art technologies related to training and behavioral outcomes. Identifies the best approach training requirements to include, but not limited to hardware, software, simulations, course assessment and refreshment, assessment centers, behavior-based assessment and measurement.	BS degree or equivalent experience	\$141.06
Interactive Instructional Developer	5 years' experience in instructional/Interactive Design	Works on teams to develop customized instructional products from paper-based to computer-base. Analyze storyboards and other instructional design documents and develops basic instructional products based on the design specifications. Organizes media elements and prepares shot lists for video production. Develop learning objectives, develops instructional support documents such as lesson plans, student guides, instructor guides and user's manuals. Develops instructional media design documents, storyboards and script development for media elements (videos, simulations, e-learning). Develop plans for evaluation of instructional material as well as sustainability plans . Oversees video production and editing	BS degree or equivalent experience	\$120.91
Production Coordinator	2 – 3 years' experience with complex multimedia projects	Oversees all aspects of print material production Ensures print materials meet Client standards for quality and consistency Responsible for the layout, formatting and production of training booklets, facilitator guides, consulting guides, reports and presentations.	BS preferred	\$80.60
Senior Instructional Specialist	7+ years' experience in training, simulations and performance improvement areas	Supports concept development, requirements analysis, design and integration, testing and evaluation of project activities. Analyze, design, develop, revise and validate training courseware. Conduct training requirements analysis, task analyses, training needs assessment, and target audience analysis. Selects and develops media for various types of job tasks to be trained. Can supervise and perform tasks of the Instructional Designer/Writer, Instructional Technologist, Interactive Instructional Developer, and other design team members.	BS degree (Master preferred)	\$221.66
Senior Facilitator	5 years' experience in facilitation and training delivery	Conducts proof of concept customized training courses with client. Teaches and certifies trainers and master trainers within the client organization. Conducts quality assurance and site visits as required. Develops and facilitated continuous learning systems for clients to sustain learning. Training may be via formal or informal settings including classroom training, presentations, demonstrations, one-on-one assistance and providing hotline assistance. Assists with modifications or customization of existing training materials.	BS degree	\$302.27
Facilitator	3 - 5 years' experience in in facilitation and training delivery	Conducts proof of concept customized training courses with client. Develops and facilitated continuous learning systems for clients to sustain learning. Training may be via formal or informal settings including classroom training, presentations, demonstrations, one-on-one assistance and providing hotline assistance. Assists with modifications or customization of existing training materials.	BS degree	\$253.90

Instructor-Led Classroom Training Courses:

In addition to ABL's Epic Live IT Training and Custom Instructional Design offerings, we can provide a complete series of Instructor-Led Classroom Training. These courses provide a great variety of learning opportunities to our clients, in every area of sales, leadership, negotiation and customer service skill requirements. While these courses consist of "off-the-shelf" content, each course may also be customized to address each client's specific language and content needs. Such customization work is offered at an additional fee, which is not included in this FSS schedule. Please contact ABL with any questions regarding customization of these courses.

NOTES:

- Pricing reflects classes being held at all CONUS locations and include IFF Fees. You must order the facilitation fee for each course purchased.
- Prices do not include travel, transportation, lodging, meals and any other per diem rates for students that are Government employees or Government-designated personnel attending training sessions/courses.
- Computer Systems or other Electronic Devices can be provided by the student, or provided by the Advanced Business Learning, Incorporated at an additional charge.
- Travel and per diem rates for Advanced Business Learning Incorporated Trainers/Instructors are negotiated between Advanced Business Learning and the Government customer in advance for training at an Agency location (CONUS) or at any other Government-designated training CONUS location prior to the beginning of any courses on a case-by-case basis.

Title	Description	Length	Facilitation Fee SIN 874-4	Min 6 Students SIN 874-4	7-20 addt'l Students SIN 874-4	Each Additional Copy of Manual SIN 874-5
Building Relationship Versatility™ - Social Styles at Work™	This course is an interpersonal versatility skills program designed to foster stronger relationships and increased collaboration. Participants learn to better understand differences in others' behavior based on a model of four styles: Driver, Expressive, Amiable, and Analytical. They learn to identify the four styles and discover ways to increase their versatility by temporarily adapting their behavior to improve communication, persuade effectively, and reduce conflicts.	2 Days 1 Day	\$4,836.27 \$2,418.14	\$1,620.15 \$991.43	\$270.03/student \$165.24/student	\$270.03 \$165.24
Global Awareness™	This course is designed to help global staff understand the effect of five cross-cultural dimensions of business interaction: Task & Relationship, Power Distance, Uncertainty Avoidance, Individualism/Collectivism, and Context Communication. Through lessons, video clips, and simulations, participants learn techniques and skills to improve international business communication.	2 Days 1 Day	\$4,836.27 \$2,418.14	\$870.53 \$628.72	\$145.09/student \$104.79/student	\$145.09 \$104.79
Negotiating to Yes™	<i>Negotiating to Yes</i> is derived from the work of Dr. William Ury of the Harvard Negotiation Team. Participants learn to practice principled negotiation, in which they focus on the interests (as opposed to the positions) of both themselves and their constituents. The course builds skills in questioning, listening, persuading, strategizing, problem solving, and countering unfair tactics.	2 Days 1 Day	\$4,836.27 \$2,418.14	\$2,418.14 \$1,692.69	\$403.02/student \$282.12/student	\$403.02 \$282.12

Leading from Within™	This course is a unique individual effectiveness program that helps leaders improve their interpersonal skills by identifying gaps between their beliefs and actions. The course provides the processes and tools to lead from personal reference points, and develops leadership skills that advance personal capacity.	1 Day	\$2,418.14	\$967.25	\$161.21/student	\$161.21
Leading for Performance™- Building High Performance Teams Module.	<i>Building High Performance Teams</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies. Facilitation fees assume two half-day courses per day for a daily rate of \$2,200.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Coaching for Performance Module.	<i>Coaching for Performance</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	1 Day	\$2,418.14	\$507.80	\$84.63/student	\$84.63
Leading for Performance™- Communicating with Purpose Module.	<i>Communicating with Purpose</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Creating an Empowering Environment Module.	<i>Creating an Empowering Environment</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Delegating with Confidence Module	<i>Delegating with Confidence</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Interviewing for Selection Module	<i>Interviewing for Selection</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	1 Day	\$2,418.14	\$507.80	\$84.63/student	\$84.63
Leading for Performance™- Managing Conflict Module	<i>Managing Conflict</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Meeting Leadership Challenges Module	<i>Meeting Leadership Challenges</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Managing Styles in Conflict Module.	<i>Managing Styles in Conflict</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™- Managing Time Wisely Module.	<i>Managing Time Wisely</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39

	leadership competencies.					
Leading for Performance™ - Motivating for Result Module.	<i>Motivating for Result</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™ - Problem Solving Module.	<i>Problem Solving</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	1 Day	\$2,418.14	\$507.80	\$84.63/student	\$84.63
Leading for Performance™ - Reviewing Performance Module.	<i>Reviewing Performance</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™ - Setting Goals for Success Module.	<i>Setting Goals for Success</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™ - Taking Smart Risks Module.	<i>Taking Smart Risks</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	½ Day	\$1,209.07	\$314.34	\$52.39/student	\$52.39
Leading for Performance™ - Working Styles: Dimensions of Social Styles Module	<i>Working Styles: Dimensions of Social Styles</i> is one of a 16 module leadership development series that equips supervisors and managers with foundational management skills and develops effective leadership competencies.	1 Day	\$2,418.14	\$507.80	\$84.63/student	\$84.63
Signature Service™ - The Key to Customer Satisfaction®	This course is a service skills training course that teaches employees to satisfy the customer from the customer's viewpoint. Signature Service focuses on understanding the customer's condition at the onset of the interchange so each customer can be satisfied on an individual basis. The course teaches a process to gain satisfaction, and provides a method to gauge satisfaction.	2 Days	\$4,836.27	\$701.26	\$116.88/student	\$116.88
E-Mail Efficiency Workshop™	<i>The E-Mail Efficiency Workshop</i> is designed to improve and reduce time spent on reviewing emails. Three major areas are addressed in this workshop: Email Efficiency & Etiquette; File & Find It Fast; and Making Meetings Matter. The topics in this workshop also include: Reducing email volume, effective e-writing skills, 4D's to fight inbox overload, time-saving tech tips, how to locate information quickly, (5) file and find-it fast secrets, e-schedule best practices and modern meeting skills.	1 Day	\$2,418.14	\$943.07	\$157.18/student	\$157.18
High Performance Virtual Team Workshop™	<i>This Virtual Team Development Program</i> contains six – two hour – modules and provides leaders and team members with a variety of proven tools and models for problem solving, conflict resolution, communication, commitment, and planning to help bring the virtual team to a higher level of performance. These modules are conducted in a virtual learning environment.	2 Hours	\$1,500.00	\$600.00	\$108.82/student	\$108.82

Systematic Problem Solving™	<i>The Systematic Problem Solving Workshop</i> deals with two (2) critical areas that concern logistics and supply managers – Problem Inventory and Problem Solving. Issues discussed and addressed during this Workshop include logistics, concepts for analyzing and setting priorities regarding inventory issues, determining problem areas, determining problem reasons and effect, and actual case studies to improve managing inventory to avoid problems in the future.	1 Day	\$2,418.14	\$1,378.33	\$229.72/student	\$229.72
Systematic Decision Making™	<i>The Systematic Decision Making Workshop</i> deals with two (2) critical areas which include Concern Analysis and Decision Making. The Concern Analysis portion of this Workshop provides information on how to target specific individual issues and determining the best logical approach. The Decision Making portion of this Workshop provide guidance into defining objectives, creative problem solving, how to develop a plan statement and ways to troubleshoot plans, so they can be successful. This Workshop is an excellent educational program for lower/middle managers, human resources personnel and recruiters.	1 Day	\$2,418.14	\$1,446.04	\$241.01/student	\$241.01
Systematic Project Management™	<i>The Systematic Project Management Workshop</i> deals with basic management of projects and how to ensure goals are sets, tracked, followed and met. Areas discussed include: Project Statements, Plan Development, Troubleshooting, Communications, Resolution of Project Problems, Project Evaluation during all phases, Project Review and Project Completion. Additional topics reviewed include: Integration with a Personal Planned, Gantt Charts and Network Diagrams. This Workshop is an excellent educational program for beginning and seasoned project managers, supervisory management and other employees involved in project that requires planning to be successful.	1 Day	\$2,418.14	\$1,378.33	\$229.72/student	\$229.72
Versatile Salesperson	<i>Versatile Salesperson (VSP)</i> People buy from people they are comfortable with. VSP gives salespeople a simple method for improving their ability to quickly build rapport with customers and prospects of all levels. Implemented as a flexible and integrated Human Performance Improvement (HPI) solution, VSP enables a more comfortable customer experience, offers effective coaching and performance management with a variety of tools, and can increase topline sales performance.	2 Days 1 Day	\$4,513.85 \$2,152.14	\$2,152.14 \$1,571.76	\$358.69/student \$261.96/student	\$358.69 261.96
Counselor Salesperson	<i>Counselor Salesperson (CSP)</i> establishes a basic philosophy of selling with a common and easily understood approach. CSP provides a win-win approach to selling that emphasizes problem solving from the customer's point of view. Implemented as a flexible and integrated Human Performance Improvement (HPI) solution, it enables a consistent customer experience from the sales force, effective coaching and performance management with a variety of tools, and overall increased sales.	2 Days	\$4,513.85	\$1,958.7	\$326.45/student	\$326.45

