THE SUMMIT GROUP

Federal Practice

MISSION ORIENTED BUSINESS INTEGRATED SERVICES CATALOG

GSA CONTRACT NUMBER: GS10F0407R

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Company Overview

Since 1993, The Summit Group has elevated performance and accelerated leading organizations' distinguishing go-to-market execution in more than 60 countries. Our consulting engagements and training programs have made significant impact in many Fortune 1000 companies and United States Government Agencies, including Department of Commerce, U.S. Postal Service, International Trade Administration, U.S. Commercial Services, National Archives, BCIU, Housing and Urban Development, and Department of Justice. The Summit Group provides training and consultancy services that help organizations build value to their customers through focus, resource alignment, collaboration, and program execution.

The Summit Group's expanding Federal Practice brings that same focus to a growing list of federal agencies. We work with organizations to achieve sales force and customer service superiority, transform managers into exemplary leaders, and elevate the value delivered to customers you serve, internally or externally. We support agency efforts to develop and execute strategic plans to improve performance and align resources with goals and mandates. We apply an Integrated Change Management Framework that includes studying human factors that can jeopardize success. We support agency efforts to create and apply performance measurement to assure success and sustain change. We support change initiatives through leadership development including training, executive coaching, and teambuilding.

Our distinct advantage is that we bring our best practice work from private sector clients including: Procter & Gamble, Cisco Systems, General Mills, 3M, Lockheed Martin, SC Johnson, Honeywell, GlaxoSmithKline, Xerox, Siemens, and Hewlett-Packard; and shape the tools and principles to be relevant to Federal Government agencies. Our delivery team consists of experienced executives from throughout the public and private sectors. Our programs are high energy, interactive sessions that can be delivered live or via distance learning technology.

Customized federal training, development, coaching, and consulting to create customer-driven agency success.

MOBIS Contract Information

Special Item Numbers and Description:

- 874-1 & 874-1RC: Consulting Services
- 874-4 & 874-4RC: Instructor-Led Training, Web-Based Training and Education Courses, Course Development and Test Administration

MOBIS Consulting Services (874-1 & 874-1RC)

The Summit Group provides expert advice on the achievement of mission-critical agency objectives and goals. Summit Consulting Services can be used for the following support activities:

- Management or Strategy Consulting
- Sales and Marketing
- Strategic Engagement Strategies
- Preparation of Strategic Plans
- Go-to-Market Initiatives
- Executive Coaching
- Strategic Plans
- Customer Service Strategies
- Teambuilding
- Performance Management Systems
- Change Management

Delivery is available through customized business training, coaching, and business growth consulting to reach agency goals. A Summit Group senior consultant will meet with any agency to discuss agency goals and objectives to develop a Statement of Work specifying the support needed. The Summit Group will prepare a firm, fixed-price cost estimate and a timeline based on approved MOBIS rates.

Functions and Duties of Consultants

Provide consultative insight and recommendation relating to goals, issues, and challenges of the specific government agency. This consultation engagement could include the development of strategy, position papers, assessments, executional roadmaps, analytic measurement tools, etc. to help institutionalize improved business process. The engagement may also include coaching and counsel of specific levels of management. Engagement may also include the development of specific, customized program material for a given agency.

Senior Consultant: 20+ years experience level, minimum of undergraduate degree, and certified by The Summit Group.

Associate Consultant: 10+ years experience level, minimum of undergraduate degree, and certified by The Summit Group.

Strategic Planning Support Consulting

Length: One Year or More
Audience: Senior Leadership Team

Becoming a results-driven Government requires leaders who are capable of not only identifying high-priority goals and creating the right metrics to guide program improvement, but leaders who also have an understanding of the many factors that resist implementing change that is sustainable. The Summit Group's Center for Sustainable Change has built an ***Integrated Change Leadership Framework*** that includes the factors and influences that determine success for leaders and their organizations.

Implementation of measurement to support program improvement will not be sustainable if the leadership does not consider and understand the critical human factors that build cooperation and convert resistance into support. Goals must belong to everyone in the organization. Review of progress must be on going and transparent. Improvement strategies must consider the capacity of the organization for change including structure, talent, technology, employee engagement, and financial resources. Strategy implementation must factor in alignment, effectiveness, and efficiency issues. Finally, communication must be thorough and compelling with a focus on successes. The ***Integrated Change Leadership Framework*** is an effective process for helping leaders formulate, execute, and sustain goal-driven strategic planning efforts throughout the organization.

Executive Coaching

Length: 8 – 12 months
Audience: Senior Leaders

The Summit Group uses three individual assessments that provide each participant with insight into his/her strengths and capabilities. 1) We have had extraordinary results using an Emotional Quotient 360 to help the participant develop strategies for success and to maximize leadership performance. 2) We will also recommend the Clifton StrengthsFinder assessment [*StrengthsFinder 2.0, Tom Rath*], because this instrument is predictive of behavior and can be used by an effective coach to enhance performance and strengthen teamwork. 3) We will administer the Adversity Quotient to help reduce "learned helplessness" and improve leaders' agility with decision making.

The personal assessments recommended above will provide a basis for developing an individual growth plan for each participant. Coaching should be about helping participants achieve their potential and succeed. Coaches will work with participants to develop goals and outcomes for the coaching process. These goals and outcomes can (and should) include both personal development goals and business performance goals. To make sure that the goals are realistic and measurable, the coach will discuss with the participant how the client will know when the goal or outcome will be achieved, and what can be observed as changes occur. Measurement is important to sustain the effort to improve and to maintain focus on the most important activities in the plan.

Development of a Consulting and Coaching Plan:
Initial discussions will occur in a Pre-Assessment Stakeholder Meeting. This introductory session will familiarize the team with options for support and development. Following completion of the personal assessment instruments, an initial coaching session is held to review the results, to understand the individual's strengths, and to explore opportunities for development, specific to his or her career challenges and professional development needs.

Working with the coach, a participant will:

First, identify his/her two or three priority goals, ensuring that they are specific, measurable, realistic, and clearly define the outcomes the participant desires to achieve;

Second, evaluate the necessary resources, barriers, and skills related to each of their goals;

Third, list the specific behaviors necessary to achieve the goals outlined by the participant;

Fourth, identify the measures and schedule the tasks and activities by which the goals will be completed; and

Fifth, create a process to periodically review progress toward goal accomplishment and to make course corrections as needed.

A Summit Group senior consultant will meet with an agency to discuss needs for executive coaching and to develop a Statement of Work specifying the support needed. The Summit Group will prepare a firm, fixed-price cost estimate and a timeline based on the Statement of Work using the approved MOBIS rates.

Team Building

Length: 6 – 9 months

Audience: Leadership Team

Effective teams are characterized by their members having complementary strengths and skills. Individuals understand and appreciate different strengths in colleagues and know how to set-up each other for success. Effective teams have a well-understood, common mission that helps focus their efforts. Effective teams prioritize what is best for the organization and then move forward. Conflict does not hamper strong teams because they focus on results. Employee engagement is high in teams that focus on individual strengths.

Summit's approach to strengthening teamwork begins with studying individual strengths - the behaviors and thought processes that come naturally. We will administer the Clifton StrengthsFinder to all team members and identify each person's Top Five Strengths. Besides individual feedback about how to use strengths to achieve high performance, we will engage the team in identifying common goals and priorities for team performance, and then think through how individuals with different strengths and skills can work together to have positive impact on the goals and priorities. These exercises build trust, acceptance, and effective communication.

How the team reacts to adversity relies on effective decision-making. We will administer the Adversity Quotient to all team members and identify the range of patterns for reacting to unforeseen events. Team members can develop approaches that help overcome the learned helplessness often found in bureaucracies and large organizations. Increasing the resilience of the team will strengthen their ability to work well together.

A Summit Group senior consultant will meet with any agency to discuss the benefits of improving teamwork and to develop a Statement of Work specifying the support needed. The Summit Group will prepare a firm, fixed-price cost estimate and a timeline based on the Statement of Work using the approved MOBIS rates.

Focusing on value creation for you, your agency, and your customers.

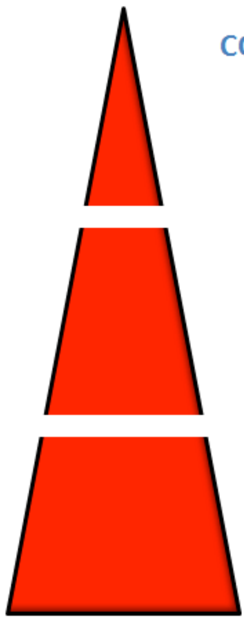
MOBIS Training Programs (874-4 & 874-4RC)

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

Proposed courses shall be commercially available training and/or educational courses that are delivered via an instructor-led (i.e. traditional classroom setting or conference/seminar) and/or Web-based (i.e. Internet/Intranet, software packages, and computer applications) system. Courses shall have a defined course title, length of time (i.e. hours, days, semesters, etc.), description of material to be taught (i.e. syllabi, table of contents, etc.), and whether materials are included (i.e. books, pamphlets, software, etc.). Support materials not included may be offered on SIN 874-5. Proposed professional administration, learning management, customized subject matter-specific training and/or educational courses that are delivered via an instructor-led (i.e. traditional classroom setting or conference/seminar) and/or Web-based (i.e. Internet/ Intranet, software packages, and computer applications) system. At minimum, proposed professional services in support of planning, creating, and/or executing a customized course(s) shall include labor categories - i.e. Subject Matter Experts (SMEs), Program Managers, Project Managers, Research Assistant, Technical Specialist, etc. - subject matter(s), and methodology(ies) to be used.

The Summit Group Training Programs (874-4 & 874-4RC)

In today's challenging and changing business environment, success belongs to those who bring value to their customers – both internal and external. The Summit Group helps your federal team understand how it can create real business value and deliver it through a full spectrum of training classes designed to elevate business growth, communications, business reviews, and everyday interaction across agency constituencies. Standard or customized training can be delivered through live, Web-based, or blended instruction.



COLLABORATIVE VALUE CREATION

An interactive process designed to strengthen the focus on your key mission and align all agency activities around the things that are of highest importance.

BUSINESS VALUE CREATION

A time-tested approach and central operating principles that increase your employees' business acumen allowing them to discover, define and deliver on your agency's mission for your constituents unique business needs and value drivers.

PERSONAL VALUE CREATION

Breakthrough programs that upgrade your employees "Personal Operating System" allowing them to discover and leverage their dependable strengths and develop personal and professional resiliency.

Business Engagement Strategies and Tactics (BEST) for the Federal Marketplace

Length – 2 Days
Audience – Maximum 24 Participants

This program is an intensive, interactive, two-day working lab designed to equip federal managers, account managers, and sales professionals with a world-class sales methodology that focuses on customer or agency business value creation. It is a pragmatic and actionable learning experience, enabling business development teams to craft winning value propositions, create differentiating solutions and strategies to achieve your agency's mission objectives, and build value-based relationships with customer or agency key decision makers that leverage your organization's capabilities, assets, and resources.
The program trains participants on how to engage with customers to develop world-class capabilities, including:

- Elevating and deepening customer, inter-agency, or intra-agency relationships.
- Securing insight and access to customer or agency decision makers.
- Uncovering new growth/effectiveness opportunities.
- Creating higher value, differentiated solutions or programs.
- Communicating compelling business value.
- Distinguishing yourself.

The focus is on how, together, to lead business value creation during uncertain and changing times. As outcomes of the session, participants will:

- Develop strategies, tactics, and the confidence to engage higher, wider, and deeper across internal or external organizations with key decision makers.
- Distinguish and position yourself as a trusted business advisor.
- Develop value-based solutions that leverage the capabilities of your agency.
- Understand the forces that affect your customer's or agency's business and identify the value drivers and initiatives they rely upon for success.
- Apply powerful Third Box Thinking™ to increase business relevance and align how you execute with internal and external customer priorities.
- Create, quantify, and communicate compelling Value Propositions.
- Gain insight into what the best organizations do differently, and develop world-class value selling skills that elevate and differentiate you.
- Apply program learnings to implement a customer-centric go-to-market model that accelerates revenue, increases margin, reduces sales cycle times, and elevates customer loyalty.

BEST Program Flow:

Pre-session

- Kick-off: Why participate? Business impact
- Value-Centered Selling: What the Best Do Differently
- Business case

Day One

- Morning: Executive Engagement, Value Creation Principles, Solution Development, and Offer Differentiators (lecture, discussion, exercises)
- Afternoon: Case Simulation – Working Lab Immersion and Customer Engagement Strategy Development (role-plays, real-time coaching and feedback)

Day Two

- Morning: Case Study Immersion, Senior Level Access and Insight into Customer Value Drivers, Strategy Development (role-plays, real-time coaching and feedback), and Presentation Development
- Afternoon: Solution and Value Proposition Development, Create and Deliver Business Value Presentation, Feedback and Close

Post-session:

- Apply Value Creation Principles to Growth Opportunities
- Track Business Impact
- Coaching and Tools

Our Value Creation Principles introduced are:

- Third Box Thinking™
- Issues & Initiatives

- Customer Compass
- Them – Us – Fit – Proof™
- Total Solution Development

Value-Centered Consulting Skills in the Federal Marketplace

Length – 2 Days
Audience – 20 Participants

This program delivers a practical application of The Summit Group's trademarked Value Creation Framework and Third Box Thinking™ models as applied in a high-end consultative approach. Federal participants will learn how to:

- Understand and demonstrate consultative behaviors that increase overall business professionalism.
- Develop and articulate value statements around specific solutions and strategies to meet client and agency needs.
- Use advanced questioning for consultative need development when engaging with clients or agency officials and gaining clarity on their true business requirements.
- Effectively conclude the engagement and gain agreement on next steps.
- Develop an understanding of the resources available and be able to effectively leverage these resources to drive higher orders of client or agency value.
- Understand and apply a business consultative approach in conversations to identify areas of priority and importance, and be able to effectively help or direct clients to the appropriate resource or solution.
- Uncover client needs by asking meaningful questions and by using active listening techniques that reveal client's true business issues and objectives.
- Overcome and handle client objections by focusing on value, not price.
- Develop value propositions for clients or agency officials that focus on the business impact and relevance of the solution versus price.
- Effectively build and articulate a course of action that aligns with the client or program requirements and delivers maximum value to the client organization.

Learning is facilitated through lecture, best practice examples, customized role-plays, peer-to-peer coaching, and team exercises. This program goes beyond techniques by installing a thought process to truly understand the client, to elevate everyday interactions, and to drive value using the full capabilities of your organization.

After completing this training program, participants will have built on the skills of:

- Effective relationship building.
- Methods and techniques for determining and understanding client needs.
- Ability to discern the level of service required by each client and to suggest resources and strategies to meet those client needs.
- Communication skills, active listening, and client service questioning.
- Information gathering techniques.
- Client referrals for special assistance (Standards, Compliance, or Advocacy issues).
- Managing client feedback.
- Understanding and identifying new market opportunity.

Communicating Business Value in the Federal Arena

Length – 1-Day and 2-Day Programs Available
Audience – Maximum 12 Participants

Purpose:
To elevate federal communications skills necessary to develop, organize, and deliver persuasive presentations that enable speakers to handle any business presentation or public speech with ease.

Outcomes:

- Master the physical skills necessary for delivering persuasive and powerful presentations.
- Learn techniques to reduce nervousness.
- Learn how to think clearly under pressure, handling difficult, but common presentation situations.
- Learn to plan, organize, and develop persuasive presentations, and how to shape the content for any audience.
- Learn and demonstrate the “best practice” secrets of the most effective presenters.
- Understand the importance of audience analysis in tailoring your presentation to the needs of the audience.
- Learn how to handle team presentations.
- Learn how to handle all presentation logistics and deliver with different media (i.e. Power Point, microphones, podiums, room set up, etc.)
- Learn to effectively manage question and answer sessions.
- Learn how to avoid the “seven deadly sins” of presentations.

Overview:
This program accommodates a smaller-sized class due to the intensive amount of practice and detailed coaching that each participant receives. It is highly participative, with each student making eight presentations during the course. Through the use of videotaping, numerous exercises, and highly interactive coaching from the instructor and peers, students develop and master the skills required to deliver effective presentations. In addition, they will learn how to organize their presentation content for maximum effectiveness.

Application:

Module One: Presenting
- Are You Presenting or Just Talking?
- Key Factors to Success
- What Are You Afraid of Most?
- *Exercise 1: Benchmark Presentation*
- Physical Skills: “Eyes”
- *Exercise 2: Eye-Brain Control Exercise*
- Physical Skills: “Vocal”
- *Exercise 3A: Vocalization Exercise*
- Physical Skills: “Body Language”
- *Exercise 3B: Body Inhibition Exercise*

Module Two: Organization
- Organization of Presentations
- Audience Analysis
- Preparation
- Key Presentation Points

Module Three: Developing the Value Presentation
- Value Creation Thought Framework
- Value Presentation Format
  - Opening
  - Deliver the Value Proposition
  - What do you have?
  - How does what you have impact what they care about?
  - Prove It!!!
  - Close
- Value Proposition Formulation Template
- Value Proposition Example
- *Exercise 4: Design the Opening Value Proposition*
- *Exercise 5: The Value Presentation Format*

Module Four: Creating Effective Visuals
- Rules for Bullet Points
- Rules for Graphs

- Rules for Pictures
- *Exercise 6: Refining Presentation*

Module Five: Delivering for the Most Impact

- Keeping the Audience's Attention on the Speaker
- Keeping the Speaker's Attention on the Audience
- Presentation Logistics
- Developing and Delivering a Presentation with PowerPoint
- Presenting with Equipment
- *Exercise 7 – Practice Session*
- *Exercise 8 – Final Presentation (*video-taped)

Elevating Financial Acumen in the Federal Marketplace

Length – 2 Days
Audience – 26 Participants

Purpose:
Enable federal participants to understand, discuss, and articulate the Value Proposition and Business Case in customer's financial terms.

Outcomes:

- Understand how to initiate appropriate discussions with customers that identify the financial evaluation process, financial buying criteria, and metrics and measurements that will be used to make buying decisions.
- Understand key financial metrics, as well as cost, revenue, and return on investment drivers.
- Understand linkages between, and impact of, solutions on customer or agency financial metrics.
- Build value propositions that demonstrate how proposed solutions positively impact agency or program business operations and financial statements. Adopt financial-based strategies that focus on the drivers and metrics that customers and decision makers use to take action.
- Use business case software tools that analyze the financial impacts of a business decision on supplier, program, and customer*'s financial statemen*ts and *metrics,* such as NPV*,* ROI, ROA, IRR, and payback period.
- Use the Business Case Development Template to create a business case that supports the proposed solution set, to include:
    - Federal, industry, competitive, and company pressures.
    - Customer or program needs driving the proposed solution.
    - The suite of value propositions that demonstrate the business, operational, and financial impacts of the proposed solution.

  - Financial analysis demonstrating impacts on key customer metrics and financial statements.
  - Risk and expected value analysis.
  - Articulation of the business case to the customer or federal manager.
- Increase awareness of:
  - Financial statements and analysis.
  - Customer profitability and profitability drivers in the respective Fed Gov BU / industry.
  - Pricing and the effect of changes in price.
  - Project analysis and financing.

Overview:
- Objectives
- Financial Goals and Metrics
- What is Profitability?
- Understanding Financial Statements
- Simulation and Analysis (ROIC, ROS, OCT, Ratios)
- Activity: Solution Business Case Analysis
- Pricing and Price Sensitivity
- What is the Biggest Value Driver?
- Identifying and Understanding Your Customer's Financial Metrics
- Investment Analysis and Evaluation Methods
- Financing the Deal
- Activity: Articulating the Solution Business Case in Customer Financial Terms
- Fed Gov Tools, Coaching, and Resources

Application:
- Lecture, Activities, and Coaching
- Participants develop an Investment Financial Business Case for a proposed Federal Government solution using a Business Case Development Template and a customized software tool, *Elevating Financial Acumen* teaches participants to create and present the financial business case from the ground up.

Negotiation Skills in the Federal Arena

Length – 1 Day
Audience – 20 Participants

Purpose:
To elevate the negotiation skills of federal participants so they are able to maximize the opportunity while enhancing the client or agency relationship. They will learn and apply the power of principled negotiations and be able to creatively reach agreement on deals that are win-win for the federal agency and internal or external clients.

Outcomes:

- Plan, prepare, and execute an effective business negotiation strategy.
- Develop a best alternative to a negotiated agreement.
- Be able to apply countermeasures to effectively deal with "dirty tricks" employed in negotiations.
- Identify clear customer needs, and handle various personalities and people issues.
- Negotiate in a way that preserves the opportunity and enhances the overall business relationship.
- Creatively structure agreements that have maximum value and satisfy the business interests of both parties.
- Apply Value Creation Principles to negotiations and innovatively build deal options into the agreement that satisfy the interests of both parties and maximize margins and relationships.
- Understand and apply “Gives and Gets” strategy.

Overview:

- This workshop provides skills and knowledge about strategies and tactics required to negotiate successfully in any business situation.
- This negotiation approach is based on Harvard University techniques featured in the book Getting to Yes and blended with The Summit Group’s best practice value creation process. It is designed to enable parties to craft creative approaches, negotiate, and reach agreements while enhancing both the business relationship and protecting the targeted opportunity. This program features intensive application of all skills and concepts presented.
- Skills are acquired through conducting nine actual negotiations in class, participation in workshop simulations, and practice exercises. Students will learn to effectively plan and execute negotiations strategies for a variety of engagements.
- Attendees will learn a proven “best practice” five-step strategy for "Principled Negotiations" and learn how to successfully apply this

approach to live negotiations that they are actually involved in. Win-win strategies and tactics will also be examined.
- Program concludes with participants building and executing a negotiations strategy for an actual negotiation they have to conduct back on the job. They will role-play this negotiation in class, with observation and coaching from their peers and the facilitator.

Application:
Students are required to bring actual negotiation situations to class and all principles are applied directly to real-world negotiations. Nine role-plays are used, and we create a customized, Fed Gov-specific team negotiation role-play that requires them to apply all five steps of the process they are taught. They will also plan and execute up to nine different negations throughout this program to ensure skills stick.

Leading and Coaching in the Federal Workplace

Length – 1 Day
Audience – 20 Participants

Purpose:
Enable Federal Government executives, managers, and participants to enhance the performance of today's employees, re-enforce Value-Centered Selling competencies in the field, and provide Federal Government leaders with the skills essential for attracting and retaining top performers across the generations.

Outcomes:
- Teaches the new skills required to successfully manage and lead today's federal employees.
- Know and effectively use a three-step coaching process to improve employee performance – apply a pragmatic, yet powerful coaching framework.
- Participants will learn how to:
    - Effectively coach and counsel high performance sales professionals and teams.
    - Understand how to set clear performance expectations and communicate performance results to the employee.
    - Apply competency-based performance management – enabling Value-Centered Selling behaviors and outcomes.
    - Effectively observe, measure, and improve overall performance.
- Demonstrate the ability to conduct a successful coaching/counseling session.

- Demonstrate the ability to build effective employee performance and development plans.
- Understand the reasons for non-performance and how to effectively deal with them.
- Participants learn the practices of exemplary leaders, developed from over thirty years of research on leadership.
- A personalized, in-depth leadership assessment report is provided to each leader, affording them specific feedback on their leadership strengths and weaknesses as seen by the people they lead.
- This assessment matches the leadership skills of that leader directly against the practices of exemplary leaders developed in the research.

Overview:

Module 1 – The Leader/Coach Model
- Introduction
- The New Normal in the Marketplace
    - Contrasting yesterday's employee with today's
    - Profiles and characteristics of today's employee
- You as Leader/Coach
    - Examining the New Role of the Leader
    - Superior Management
    - Best Practice Model and Examples
        - Third Box Approach
        - Feedback Framework
- Coaching Model
    - Exercise
- Superior Leadership
    - What Matters
    - Best Practice Examples
- Personal Leadership Disciplines

Module 2 – Value-Centered Coaching
- Business Value Creation
- Institutionalizing Value
- Value Transformation

Module 3 – Coaching Talent for Performance
- Talent – The only sustainable growth driver
- Leading and Coaching Top Talent

Module 4 – Leading to Extend and Expand Customer Relationships
- Leading Relationship Building
- Creating Collaborative Value

Module 5 - Developing Personal and Team Resilience
- Leading & Coaching… no matter what

Application:
This program incorporates best practice examples, role-play exercises, and feedback enabled by a pragmatic and highly effective coaching model, as well as a world-class validated leadership instrument.

Research and best practice analysis indicates that one of the major success factors for any change initiative is having leaders who embrace the model and articulate the essence of the value creation process. The leadership team is also crucial in establishing the internal infrastructure that will attract, develop, and retain top performers. This program can effectively increase employee engagement metrics and build a highly resilient organization to increase overall performance.

This *Leading and Coaching* program ensures that your investment in the *Value-Centered Selling* initiative, as well as investments provided in all other courses, coaching, tools, and consulting is realized on a daily basis.

Personal and Team Resiliency in the Federal Marketplace

Length – 2 Day
Audience – 20 Participants

This landmark session marries the global best practice for creating value with the global best practice for building resilience. It equips teams with the foundational mindset shift, clarity, principles, and tools required to deliver exceptional results in adversity-rich times. Built on the metaphor of the mountain, or ascent, all leaders learn how to move forward and up through a fogbank of uncertainty.

Background

Third Box Thinking™ is the defining approach the world's industry leading companies, including: Cisco, Motorola, Siemens, General Mills, SC Johnson, and Tetra Pak. It is used to create a powerful wake-up call, mindset shift, and compelling approach around whom you serve, why you serve, what you bring, and what matters most. Simple, clear, and immediately executable, Third Box Thinking™ creates game-changing results for organizations.

Approach

This session is a fully engaging, intense, highly interactive, customized program that challenges participants preconceptions of what's possible and builds upon their prior leadership training with new thought, tools, and approaches. It provides a novel, central "operating system" for leading through turbulent times. The pre-session survey (5-10 minutes) ensures the session is customized around the group's most pressing issues, challenges, and opportunities.

The Summit Group Pricing

Consulting Services (874-1 & 874-1RC)	Qualifications	Hour	Day
Senior Consultant	More than 20 years experience, minimum undergraduate degree, certified by The Summit Group	$325	$2,600
Associate Consultant	More than 10 years experience, minimum undergraduate degree, certified by The Summit Group	$182	$1,456
Training Programs (874-4 & 874-4RC)	**Participants**	**Session Length**	**Price**
Business Engagement Strategies and Tactics for the Federal Marketplace	24	2 days	$15,000
Value-Centered Consulting Skills in the Federal Marketplace	20	2 days	$15,000
Communicating Business Value in the Federal Arena	12	1 day	$7,500
Communicating Business Value in the Federal Arena	12	2 days	$15,000
Elevating Financial Acumen in the Federal Marketplace	26	2 days	$15,000
Negotiation Skills in the Federal Arena	20	1 day	$7,500
Leading and Coaching in the Federal Workplace	20	1 day	$7,500
Personal and Team Resiliency in the Federal Marketplace	20	2 days	$17,500

*Note: All pricing is based on 30-day net terms.

Summit will meet with any agency to provide guidance for developing a Statement of Work that will meet the agency’s Strategic Planning goals. Summit will provide a firm, fixed price quote and timeline based on the Statement of Work using these approved rates. The cost of assessments included in the Statement of Work will be added to the estimated labor costs.