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MINI CATALOG
for the category of

VISIONPOINT/MONAD DVDs

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ALL PRICES IN THIS CATALOG ARE SUBJECT TO CHANGE WITHOUT NOTICE.

A.C.E. IT: HOW TO SOLVE TOUGH WORKPLACE PROBLEMS

(VISIONPOINT/MONAD) 19 minute VHS/DVD, with ancillary materials
Offers a model to help employees to address and resolve stressful workplace problems; manager to employee, co-worker to co-worker or individually.
Purchase only, \$695

A.C.T. WITH INTEGRITY

(VISIONPOINT/MONAD) 18 minute VHS/DVD, with ancillary materials
With 12 case studies, this video offers business ethics training for use as a vital complement to any business practices and legal compliance program.
Purchase only, \$695

BAD APPLES: HOW TO DEAL WITH DIFFICULT ATTITUDES

(VISIONPOINT/MONAD) 23 minute VHS/DVD with ancillary materials
This program shows all employees easy to use techniques for countering bad attitudes and eliminating negativity in the workplace.
Purchase only, \$695

BE S.A.F.E. (NOT SORRY) PREVENTING VIOLENCE IN THE WORKPLACE

(VISIONPOINT/MONAD) 17 minute, VHS/DVD with ancillary materials
Using the acronym SAFE, it shows viewers the actions to take in being aware of how to head off workplace threats and keep themselves safe.
Purchase only, \$695

BURY MY HEART AT CONFERENCE ROOM B

(VISIONPOINT/MONAD) 24 minute VHS/DVD with ancillary materials
Featuring Stan Slap and a revolutionary program to increase management commitment, reduce turnover, and get support for corporate strategies.
Purchase only, \$695

COURAGE TO COACH, THE

(VISIONPOINT/MONAD) 19 minute VHS/DVD with ancillary materials
Showing several workplaces, 5 key steps of coaching are illustrated using, "What would you do?" style vignettes. Retail version also available.
Purchase only, \$695

EVERYBODY WINS: HOW TO TURN CONFLICT INTO COLLABORATION

(VISIONPOINT/MONAD) 19 minute, VHS/DVD with ancillary materials
Shows how to deal and recognize 3 common conflict situations in the workplace: Peer-to-Peer; Work-Team; and Manager-to-Employee.
Purchase only, \$695

GET THE WHOLE PICTURE

(VISIONPOINT/MONAD) 2 VHS/DVD (22 & 14 minutes) program & ancillary materials CD

Get The Whole Picture. Insures that managers learn to get specific work examples for evaluation and hiring the right candidates; plus conducting legally defensible interviews.

Trainer Certification Video. Offers techniques for facilitating the program and instruction on using the assessment tool and other materials.

Purchase only, \$695

GLAD I COULD HELP: REAL CUSTOMER SERVICE SITUATIONS FOR DISCUSSION

(VISIONPOINT/MONAD) 21 minute, VHS/DVD with ancillary materials
Showing common phone and face to face customer service situations, the video offers solutions for internal and external customers.
Purchase only, \$695

IT'S THE LAW: THE LEGAL SIDE OF MANAGEMENT

(VISIONPOINT/MONAD) 23 minute, VHS/DVD with ancillary materials
Using vignettes, this video identifies and explains important legal issues that many managers face in today's workplace.
Purchase only, \$695

JOHNNY THE BAGGER

(VISIONPOINT/MONAD) 17 minute, VHS/DVD with ancillary materials
Based on the work of Barbara Glanz, this true story of a young man with Down Syndrome took personal responsibility for providing excellent service,

changing the culture of an entire organization. Previews, VHS or on-line.
Purchase only, \$695

JUST BE F.A.I.R./F.A.I.R. IN ACTION Series

(VISIONPOINT/MONAD) 2 VHS/DVD, averaging 18 minutes with ancillary materials
This 2 part program presents the FAIR approach for creating culturally competent organizations.

1. Just Be FAIR. Shows all employees what it means to be culturally competent and why it is important.

2. FAIR. In Action. Shows how to apply the FAIR Approach.
Purchase only, \$695

L.E.A.D. WITH INTEGRITY

(VISIONPOINT) 26 minute VHS/DVD, with ancillary materials
Ethics are of national concern. This video using 6 real world vignettes showing how to daily implement ethical conduct and insure legal compliance.
Purchase only, \$695

LEGAL BRIEFS: EMPLOYMENT LAW SERIES

(VISIONPOINT/MONAD) 6 VHS/DVD, averaging 15 minutes, with ancillary materials

ADA, The: Tough Questions & Straight Answers. How the ADA daily impacts the workplace.

Discipline & Termination: Improving Performance & Reducing Liability. Offers 5 key points for fair and litigation proof discipline and termination.

Harassment & Discrimination: Promoting Respect & Preventing Discrimination. Offers 7 key points for defining and preventing harassment/discrimination.

Recruiting & Hiring: A Managers Guide To Staying Out Of Court. Offers 6 key points, critical for litigation proof recruiting and hiring.

Substance Abuse: The Manager's Role In Creating And Maintaining A Drug-Free Workplace. Provides 3 specific actions that manages/supervisors dealing with the issues of substance use/abuse in the workplace.

Workplace Privacy: Does It Really Exist? offers 3 specific actions that manages/supervises can take to deal with workplace privacy issues.

Workplace Violence: The Legal Role In Keeping Your Workplace Safe. Offers 5 points for legally creating a safe workplace.

Each. Purchase only, \$495

LIFE IS A SERIES OF PRESENTATIONS: INSPIRE, INFORM & INFLUENCE.

(VISIONPOINT/MONAD) 24 minute,VHS/DVD with ancillary materials
Shows employees how to effectively communicate using the steps in the acronym P.O.I.N.T.; creating improved, productive working relationships.
Purchase only, \$695

MOTIVATION: DREAM IT. WALK IT. BELIEVE IT.

(VISIONPOINT/MONAD) 19 minute, VHS/DVD with ancillary materials
Interviews of real people, whose life and experiences exemplify the 3 principles of this video in creating energized and positive work attitudes.
Purchase only, \$495

S.A.L.E. SERIES

(VISIONPOINT/MONAD) 3-part VHS or DVD program, with ancillary materials
Comprehensive, it equips and now an organization's sales teams to successfully sell, service, and brand an organization as trustworthy, confident, and customer friendly. Using a process called SALE: (S. set the stage), (A. analyze needs), (L. link to solutions), (E. establish commitment), it creates a common strategy, presented in each program, for sales managers, sales professionals, and service and support professionals.

1. Win The S.A.L.E. For Sales Professionals

SALE. One Step At A Time For Sales Professionals (32")

SALE. Putting It All Together For Sales Professionals (11")

2. Coach The S.A.L.E. For Sales Managers

SALE. One Step At A Time For Sales Managers (32")

SALE. Putting It All Together For Sales Managers (11")

Coaching For SALE. Success For Sales Managers (12")

3. Support The S.A.L.E. For Service And Support Professionals

S.A.L.E. One Step At A Time For Service And Support Professionals (32")

S.A.L.E. Putting It All Together For Service And Support Professionals (11")

S.A.L.E.S. Supporting The S.A.L.E. Process (14)

Each. Purchase only, \$995

SEXUAL HARASSMENT: IT CAN HAPPEN HERE

(VISIONPOINT/MONAD) 23 minute, VHS/DVD with ancillary materials
Identifies sexual harassment; and what to do if employees experience or witness it.

Purchase only, \$695

SEXUAL HARASSMENT? YOU DECIDE

(VISIONPOINT/MONAD) 22 minute, VHS/DVD with ancillary materials
This video has over a dozen open-ended, real-life vignettes that lets viewers decide if they constitute sexual harassment; forcing viewers to think about how they would react to each situation.

Purchase only, \$695

SMART-START MEETING OPENERS

(VISIONPOINT/MONAD) 4 minutes each, VHS/DVD
Each of these short titles matches a longer video, offering in-depth details on the listed concept; plus being available at a combination discount.

Attitude: It's All In How You Look At It. About motivation and how one's attitudes impact others.

Taking Care Of Your Future. Developing the tools for one's success.

Purchase only, \$250

WE NEED TO M.E.E.T.

(VISIONPOINT/MONAD) 29 minute VHS/DVD with ancillary materials
Shows managers how to recognize, respond to, and resolve day-to-day workplace situations that can arise out of cultural differences.

Purchase only, \$695

WORKSMARTS: HOW TO GET ALONG, GET NOTICED, & GET AHEAD

(VISIONPOINT/MONAD) 18 minute video
Shows viewers what it takes to fit in and succeed in an organization, by presenting 4 key, proven strategies.

Purchase only, \$695