

Contractor	Xerox State & Local Solutions, Inc.	Contract No. PS67322		
SKU/Part Number	Item Description	List Price	Discount	Net Price
XSD-001	Learning Path - Career Directions: Moving Into Supervision: Moving into supervision is a major change. Individual contributors leave the group and become a leader, decision maker, point of contact for coaching, resolving conflict, and accountability. This course helps learners build skills that successful supervisors need.	\$799.95	0.00%	\$799.95
XSD-001	Career Directions: Moving Into Supervision - 1 to 500 users	\$799.95	5.00%	\$759.95
XSD-001	Career Directions: Moving Into Supervision - 501 to 1000 users	\$799.95	10.00%	\$719.96
XSD-001	Career Directions: Moving Into Supervision - 1001 to 3000 users	\$799.95	17.00%	\$663.96
XSD-001	Career Directions: Moving Into Supervision - 3001 to 5000 users	\$799.95	25.00%	\$599.96
XSD-001	Career Directions: Moving Into Supervision - 5001 and above users	\$799.95	35.00%	\$519.97
XIS-001	Learning Path - Structured Interviewing: This program provides a guide through all the necessary steps for conducting successful interviews from before, during, and after the interview. Direction to other links, short videos, and job aids are provided through the guide, including access to a customizable Interview Guide Form where you will be able to select specific topics and questions and create your own Structured Interviewing form.	\$59.95	0.00%	\$59.95
XIS-001	Structured Interviewing - 1 to 500 users	\$59.95	5.00%	\$56.95
XIS-001	Structured Interviewing - 501 to 1000 users	\$59.95	10.00%	\$53.96
XIS-001	Structured Interviewing - 1001 to 3000 users	\$59.95	17.00%	\$49.76
XIS-001	Structured Interviewing - 3001 to 5000 users	\$59.95	25.00%	\$44.96
XIS-001	Structured Interviewing - 5001 and above users	\$59.95	35.00%	\$38.97
LD-1005	Building a Foundation for Leadership - The Complementary relationship between leadership and management is often misunderstood. To find the right balance, you'll need to recognize: How leadership and management approach four key areas of organizational performance; what steps you can take to approach these areas from a leadership perspective; and the "shaping a leadership approach" or how good leaders tailor their style to meet the needs and capabilities of their employees. To find the best approach, you need to know: the underlying theory behind situational leadership; four basic types of leadership approaches; how to refine your leadership capabilities, the certain abilities that most good leaders share.	\$29.95	0.00%	\$29.95
LD-1005	Building a Foundation for Leadership - 1 to 500 users	\$29.95	5.00%	\$28.45
LD-1005	Building a Foundation for Leadership - 501 to 1000 users	\$29.95	10.00%	\$26.96
LD-1005	Building a Foundation for Leadership - 1001 to 3000 users	\$29.95	17.00%	\$24.86
LD-1005	Building a Foundation for Leadership - 3001 to 5000 users	\$29.95	25.00%	\$22.46
LD-1005	Building a Foundation for Leadership - 5001 and above users	\$29.95	35.00%	\$19.47
LD-1007	Communicating Effectively as a Leader - As a leader, your influences may be greater than you realize. Take full advantage of this by recognizing these keys: The importance of establishing and protecting your personal brand; the five communication techniques that power efficiency and effectiveness; ways to identify and avoid four common communication pitfalls. A persuasively communicated vision can ensure that people are pulling in the same direction. Learn proven communication skills, including: the importance of communicating to employees the what and why of their work; how to tailor a message for your audience to create maximum impact; and techniques for illuminating your message with stories, analogies, and metaphors. This course covers all of these topics and more, including: how to frame your message to create consensus; and discovering the power of knowing the goals and rewards you share with your audience.	\$29.95	0.00%	\$29.95

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LD-1007	Communicating Effectively as a Leader - 1 to 500 users	\$29.95	5.00%	\$28.45	
LD-1007	Communicating Effectively as a Leader - 501 to 1000 users	\$29.95	10.00%	\$26.96	
LD-1007	Communicating Effectively as a Leader - 1001 to 3000 users	\$29.95	17.00%	\$24.86	
LD-1007	Communicating Effectively as a Leader - 3001 to 5000 users	\$29.95	25.00%	\$22.46	
LD-1007	Communicating Effectively as a Leader - 5001 and above users	\$29.95	35.00%	\$19.47	
LD-1003	Leading High-Performance Teams: Drive performance by understanding the characteristics of your team. Learn the optimum combination of expertise and team members, and the goals and makeup of the three types of teams. Most teams go through the same stages of development. To ensure your team's success, know the: Goals of the five stages of team development; common pitfalls that bedevil teams at each stage; the guidelines for leading a team through each stage of its development.	\$85.00	0.00%	\$85.00	
LD-1003	Leading High-Performance Teams - 1 to 500 users	\$85.00	5.00%	\$80.75	
LD-1003	Leading High-Performance Teams - 501 to 1000 users	\$85.00	10.00%	\$76.50	
LD-1003	Leading High-Performance Teams - 1001 to 3000 users	\$85.00	17.00%	\$70.55	
LD-1003	Leading High-Performance Teams - 3001 to 5000 users	\$85.00	25.00%	\$63.75	
LD-1003	Leading High-Performance Teams - 5001 and above users	\$85.00	35.00%	\$55.25	
LD-1002	Leading Change Successfully - Is your organization ready for a major change? How can you tell? What can you do if it isn't? To get a handle on change, this course presents these keys: Assessing your company's readiness in the four phases of a major organizational change; learning the telltale signs that indicate when your company is ready and when it isn't; the tips to improve your organization's readiness; and building a commitment to change. You'll learn how to win the support, you need for change and the guidelines for aligning your organizational structure and culture with the change, as well as how to confront and leverage resistance to change.	\$85.00	0.00%	\$85.00	
LD-1002	Leading Change Successfully - 1 to 500 users	\$85.00	5.00%	\$80.75	
LD-1002	Leading Change Successfully - 501 to 1000 users	\$85.00	10.00%	\$76.50	
LD-1002	Leading Change Successfully - 1001 to 3000 users	\$85.00	17.00%	\$70.55	
LD-1002	Leading Change Successfully - 3001 to 5000 users	\$85.00	25.00%	\$63.75	
LD-1002	Leading Change Successfully - 5001 and above users	\$85.00	35.00%	\$55.25	
LD-1006	Coaching To Drive Performance - Drive performance by understanding the characteristics of your team. Learn the optimum combination of expertise and team members, and the goals and makeup of the three types of teams. Most teams go through the same stages of development. To ensure your team's success, know the: Goals of the five stages of team development; common pitfalls that bedevil teams at each stage; the guidelines for leading a team through each stage of its development.	\$29.95	0.00%	\$29.95	
LD-1006	Coaching To Drive Performance - 1 to 500 users	\$29.95	5.00%	\$28.45	
LD-1006	Coaching To Drive Performance - 501 to 1000 users	\$29.95	10.00%	\$26.96	
LD-1006	Coaching To Drive Performance - 1001 to 3000 users	\$29.95	17.00%	\$24.86	
LD-1006	Coaching To Drive Performance - 3001 to 5000 users	\$29.95	25.00%	\$22.46	
LD-1006	Coaching To Drive Performance - 5001 and above users	\$29.95	35.00%	\$19.47	

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LD-1001	Leading a Diversity Initiative - A diversity initiative must be sold on the basis of its business benefits. To build a business case for diversity, you need to know the: Broad definition of diversity in an organization and the impact it has on your employees and customer base; the five primary business benefits of diversity; tips that can help you build the case for diversity in your organization; how to drive an initiative. To sustain the momentum of your initiative, become familiar with: -Three areas that can help sustain your company's commitment to a diverse culture; the common pitfalls that befall initiatives; three methods for measuring the success of your initiatives.	\$85.00	0.00%	\$85.00
LD-1001	Leading a Diversity Initiative - 1 to 500 users	\$85.00	5.00%	\$80.75
LD-1001	Leading a Diversity Initiative - 501 to 1000 users	\$85.00	10.00%	\$76.50
LD-1001	Leading a Diversity Initiative - 1001 to 3000 users	\$85.00	17.00%	\$70.55
LD-1001	Leading a Diversity Initiative - 3001 to 5000 users	\$85.00	25.00%	\$63.75
LD-1001	Leading a Diversity Initiative - 5001 and above users	\$85.00	35.00%	\$55.25
IA-1137	Continuous Improvement - This course describes the necessary ideas for the Continual Improvement of Individuals and Organizations. Some of the topics discussed include: Why Quality is Important, the SWOT Analysis, Setting up an Idea Bank, and Making the Most out of Success.	\$29.95	0.00%	\$29.95
IA-1137	Continuous Improvement - 1 to 500 users	\$29.95	5.00%	\$28.45
IA-1137	Continuous Improvement - 501 to 1000 users	\$29.95	10.00%	\$26.96
IA-1137	Continuous Improvement - 1001 to 3000 users	\$29.95	17.00%	\$24.86
IA-1137	Continuous Improvement - 3001 to 5000 users	\$29.95	25.00%	\$22.46
IA-1137	Continuous Improvement - 5001 and above users	\$29.95	35.00%	\$19.47
IA-1128	Change in the Workplace - This course explains how to overcome the obstacles that stand in the way of change and offers methods to adopt a forward thinking perspective to work with change for the betterment of an organization. Some of the topics included are how to assess Organizational Culture, Conducting Internal Analyses, and Observing Behaviors of Employee Attitudes Towards Change.	\$29.95	0.00%	\$29.95
IA-1128	Change in the Workplace - 1 to 500 users	\$29.95	5.00%	\$28.45
IA-1128	Change in the Workplace - 501 to 1000 users	\$29.95	10.00%	\$26.96
IA-1128	Change in the Workplace - 1001 to 3000 users	\$29.95	17.00%	\$24.86
IA-1128	Change in the Workplace - 3001 to 5000 users	\$29.95	25.00%	\$22.46
IA-1128	Change in the Workplace - 5001 and above users	\$29.95	35.00%	\$19.47
IA-1127	Creative Problem Solving - This course details the Creative Process and several concepts and considerations involved in Effective Problem Solving: Implementing the Solution, Mind Mapping, and a Detailed Description of the Creativity Phases.	\$29.95	0.00%	\$29.95
IA-1127	Creative Problem Solving - 1 to 500 users	\$29.95	5.00%	\$28.45
IA-1127	Creative Problem Solving - 501 to 1000 users	\$29.95	10.00%	\$26.96
IA-1127	Creative Problem Solving - 1001 to 3000 users	\$29.95	17.00%	\$24.86
IA-1127	Creative Problem Solving - 3001 to 5000 users	\$29.95	25.00%	\$22.46
IA-1127	Creative Problem Solving - 5001 and above users	\$29.95	35.00%	\$19.47
IA-1118	Time and Stress Management - This course teaches learners how to minimize stress and efficiently manage their time. It offers topics such as: balancing work and home demands, developing and abiding by your own Vision and Mission Statement, and the Characteristics of Success.	\$29.95	0.00%	\$29.95

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IA-1118	Time and Stress Management - 1 to 500 users	\$29.95	5.00%	\$28.45	
IA-1118	Time and Stress Management - 501 to 1000 users	\$29.95	10.00%	\$26.96	
IA-1118	Time and Stress Management - 1001 to 3000 users	\$29.95	17.00%	\$24.86	
IA-1118	Time and Stress Management - 3001 to 5000 users	\$29.95	25.00%	\$22.46	
IA-1118	Time and Stress Management - 5001 and above users	\$29.95	35.00%	\$19.47	
IA-1136	Effective Project Management - This course explains several concepts vital to the Effective Project Manager: The Project Lifecycle: Introduction, Initiation, and Definition; Planning and Risk Management; and People Skills. Some additional topics include: the Project Lifecycle, Budget and Cost Control, and Balancing Authority and Empowerment.	\$29.95	0.00%	\$29.95	
IA-1136	Effective Project Management - 1 to 500 users	\$29.95	5.00%	\$28.45	
IA-1136	Effective Project Management - 501 to 1000 users	\$29.95	10.00%	\$26.96	
IA-1136	Effective Project Management - 1001 to 3000 users	\$29.95	17.00%	\$24.86	
IA-1136	Effective Project Management - 3001 to 5000 users	\$29.95	25.00%	\$22.46	
IA-1136	Effective Project Management - 5001 and above users	\$29.95	35.00%	\$19.47	
BS-1084	Code of Conduct & Ethics - Your employees can guarantee that your organization complies with all city, state, and federal laws and regulations by conducting company business with complete honesty and integrity. This course presents real-life scenarios that illustrate the possible consequences of decisions involving questionable ethics. Through these vignettes, your employees will learn how to respond in these types of situations and avoid making unethical decisions.	\$30.00	0.00%	\$30.00	
BS-1084	Code of Conduct & Ethics - 1 to 500 users	\$30.00	5.00%	\$28.50	
BS-1084	Code of Conduct & Ethics - 501 to 1000 users	\$30.00	10.00%	\$27.00	
BS-1084	Code of Conduct & Ethics - 1001 to 3000 users	\$30.00	17.00%	\$24.90	
BS-1084	Code of Conduct & Ethics - 3001 to 5000 users	\$30.00	25.00%	\$22.50	
BS-1084	Code of Conduct & Ethics - 5001 and above users	\$30.00	35.00%	\$19.50	
HC-1025	Healthcare Privacy Under HIPAA, HITECH & the Omnibus Rule - Part of the HIPAA Training suite for employees, this course provides information on the HIPAA and HITECH Privacy rules and regulations. Your healthcare practice employees will learn basic HIPAA concepts and definitions, methods for safeguarding PHI, patient rights in use of PHI, the civil and criminal penalties for HIPAA violations, administrative responsibilities and procedures, and the latest Omnibus Final Rule changes.	\$24.95	0.00%	\$24.95	
HC-1025	Healthcare Privacy Under HIPAA, HITECH & the Omnibus Rule - 1 to 500 users	\$24.95	5.00%	\$23.70	
HC-1025	Healthcare Privacy Under HIPAA, HITECH & the Omnibus Rule - 501 to 1000 users	\$24.95	10.00%	\$22.46	
HC-1025	Healthcare Privacy Under HIPAA, HITECH & the Omnibus Rule - 1001 to 3000 users	\$24.95	17.00%	\$20.71	
HC-1025	Healthcare Privacy Under HIPAA, HITECH & the Omnibus Rule - 3001 to 5000 users	\$24.95	25.00%	\$18.71	
HC-1025	Healthcare Privacy Under HIPAA, HITECH & the Omnibus Rule - 5001 and above users	\$24.95	35.00%	\$16.22	