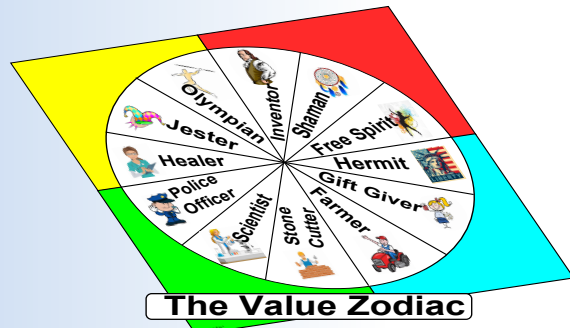


The Value Zodiac

The Value Zodiac is a revolutionary approach to leadership, motivation theory, and conflict management.



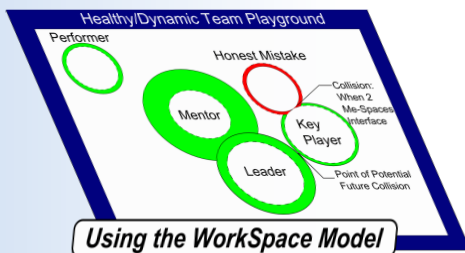
It is a personality assessment and a model for predicting human behavior based on our cherished beliefs. Its theoretical basis gives it a predictive capacity that is much more useful to organizational leaders than other empirically developed models, such as DISC or MBTI.

Its applications include:

- Conflict Management
- Motivation
- Organizational Change
- Strategic Hiring
- Peacemaking
- Team Development
- Ethical Decision Making

Influencing Skills

Influence is a tool that is best used strategically. We teach people how to be more influential by speaking less, helping more, and using language that engenders goodwill. Our WorkSpace model illustrates how to be effective while building strong relationships.



Learning Games

For the business novice, we offer *Absolutely the Most Fun Intro to Business*. Through games based learning, we teach valuable business lessons by turning them into entrepreneurs in the safety of the learning laboratory.



Popular Board Games - We use games such as Monopoly, Cash Flow 101, and our own proprietary board game, Mogul, to teach important business lessons, such as navigating a financial statement, negotiation, due diligence, collaboration, and the balance between entrepreneurial risk and reward.

Facilitated Activities - We use simple learning games and activities that maintain energy and boost long-term retention.

Learning Objectives

Key learning objectives we achieve include:

- Delivering value to others is the key to success
- Appreciating diversity of perspective
- Goal setting & Decision making
- Employee satisfaction
- Negotiation skills
- Skill building and employability
- Entrepreneurship and intreprenurism
- Navigating a financial statement
- Business process redesign
- Partnering and collaboration

Our Program

The Value Zodiac and its assessment are useful for anyone wishing to better understand individual motivators. Organizational leaders, educators, peacemakers, families, and counselors can all find ways to bring more happiness and satisfaction to the lives of others. The WorkSpace model will help anyone who works with others to be more effective and influential. Our learning games can help even the business novice learn important lessons about how to win in business. Our content is flexible so groups of participants ranging in ages from 10 to 50 from a host of different industries would benefit from customized experiences.

Participants will graduate from the program with a renewed focus and understanding of what it means to be rewarded by helping to improve the lives of customers.

"Our employees are usually taught technical or scientific knowledge of their work. However, too few learn how to run a business or manage people. Fewer still see one's place in creating a value proposition for the customer. Our employees must recognize their value and their contribution."

~ Nick Wolff, President, Wolff Consulting Company

Publications & Tools

Several proprietary publications and tools are available for your use:

The Influencer: One Hundred Lessons on Being Effective without Being a Jerk - Important lessons on the art of influence.

The Value Proposition - Discusses the philosophy of being successful by delivering value to others. It includes ten strategies you can use to catapult your career to greater heights.

Mogul: The Game of Entrepreneurship - An educational tabletop game that places the player in the role of the business owner who makes critical decisions to grow the business while adapting to a changing environment.