

2008 workshop schedule

TRACK ABBREVIATIONS

(D) Directors & Senior Executives
(MLD) . . . Management & Leadership Development
(CDD) . . . Curriculum, Design & Delivery

(HT) Hot Topics
(ET) Experienced Trainer
(NT) New Trainer

Second floor workshops are located in the North Tower.

ROOMS	PERIOD 1 11:00-12:30 Tuesday	PERIOD 2 2:00-3:30 Tuesday	PERIOD 3 8:00-9:30 Wednesday	PERIOD 4 9:45-11:15 Wednesday
<i>Crystal K&L</i>	Total Office Call in Managed Care (HT) Evans	Global Learning (D) Zinn	Training Value (D) Trunick	Measuring Training (D) Schmidt
<i>Crystal M&N</i>	Increase ROI in Training (D) Pollock	Continous Devlopment (D) Drummond	Small, Mid-Size Companies (D) Meade	Coaching Culture in a Smaller Co. (MLD) Davis
<i>Crystal P&Q</i>	Learning Analytics (D) Haims	Game of Healthcare (HT) Glover	Competencies (D) Kramer	New Trainer Curr. and Recruitment (D) Ahern
<i>Denver/Chicago</i>	What Makes Trainers Great (NT) Pautzke	Learning Catalyst (NT) Lange	Reluctant Writer (NT) Radmacher	Faciliation Power (NT)/(ET) Smith
<i>Grand 1&2</i>	Emotionally Intelligent Coaches (MLD) Livingston	New Selling Model (D) Mosby	State Licensure for Reps (HT) Tague	From Trainer to DM (MLD) Purdy
<i>Grand 3&4</i>	Utilizing Career Ladders (D) O'Connor	Blended Learning (CDD) Lockee	Managing Effort, Getting Results (MLD) McHardy	Motivating Troops (D) Hawkins
<i>Grand 5&6</i>	Specialty Training (HT) Herman	Women in Leadership (HT) Farrell	Changing Environment (ET) Hawkins	Mobile Learning (HT) Singh
<i>Miami</i>	Business Simulations (HT) Clark	Marketing Immersion (HT) Mickey	Field Managers as Trainers (HT) Murray	Corporate Values (HT) Laffin
<i>Aruba/Bahamas (2nd floor)</i>	Small Co. Management Devt. (MLD) Davis	Performance-based E-learning (CDD) Knudson	Designing Presentations (CDD) Rodd	Advanced Influencing Skills (ET) Floyd
<i>Grand Cayman/Puerto Rico (2nd floor)</i>	Strategic Writing (ET) Booher	Leadership Development (MLD) McCarthy	Compliance Training (HT) Revel	Vendor Selection (HT) Woodruff
<i>Harbor Beach (2nd floor)</i>	Sales Force Automation (CDD) Gerrits	Listening Skills (ET) Vishia	Systematic Negotiations (ET) Blackstone	Doctors (HT) Kessler
<i>Marco Island (2nd floor)</i>	Executive Presence... Personal Brand (NT)/(ET) Usheroff	Stories in Training (ET) Stevenson	Game-Based Simulations (CDD) Kelly	Test Development (CDD) Christina
<i>Sawgrass (2nd floor)</i>		Anticipatory Leadership (MLD) Wiley	Managed Markets (HT) Thoresen	Time Management (ET) Rodd

Exhibit Hall Time & Meet the SPBT Board at the SPBT booth

Monday: 5 pm - 8 pm

Tuesday: 11:45 am - 6:30 pm

Wednesday: 10:45 am - 2 pm

	PERIOD 5 1:45-3:15 Wednesday	PERIOD 6 3:30 - 5:00 Wednesday	PERIOD 7 8:45-10:15 Thursday	PERIOD 8 10:30-12 Thursday	ROOMS
	Best Practices (HT) Lalande	Selling Skills in Midsize Pharma (D) Edmonds	3-HR WKSP: Instructional Design (CDD) Gunning		Crystal K&L
	Deconstructing ROI (D) (by invitation only) Lynch	Competencies (D) Heller	2-HR WKSP: Web 2.0 Meets Learning 2.0 (HT) Singh		Crystal M&N
	Presentation Skills for Women (HT) Maxey	Continuous Devt. for Managers (MLD) Maiorano	3-HR WKSP: Leader-Led Learning (CDD) Floyd		Crystal P&Q
	Conflict Management (NT)/(ET) Dunphy	Market Your Magic (NT) Brody	REPEAT: Emotionally Intelligent Coaches (MLD) Livingston	REPEAT: Executive Presence... Personal Brand (NT)/(ET) Usheroff	Denver/ Chicago
	Using Assessment Effectively (D) Just				Grand 1&2
	RM Development (MLD) Drummond				Grand 3&4
	Map of Leadership (MLD) Pappa	Virtual Environments (CDD) Thomas			Grand 5&6
		Train Off (HT) Egan	REPEAT: Facilitation Power (NT)/(ET) Smith	REPEAT: Vendor Selection (HT) Woodruff	Miami
	Designing and Mapping Content (CDD) Youngers	Managing Defensiveness (NT) Vishia	REPEAT: Stories in Training (ET) Stevenson		Aruba/ Bahamas (2nd floor)
	Hybrid Offshoring (HT) Glaser	Advanced Selling Skills Training (HT) Rozo			Grand Cay- man/Puerto Rico (2nd floor)
	Collaboration in Training (CDD) Creegan				Harbor Beach (2nd floor)
	Advanced Presentation Skills (ET) West				Marco Island (2nd floor)
					Sawgrass (2nd floor)