

ASE



TRAINING & DEVELOPMENT CLASS CATALOG

PARTNERS IN BENEFITS

SBAM Premium, VIP & Elite members are eligible to register for courses at ASE member prices.

You must be logged in as an SBAM member to access the discount code at time of registration.

CONTACT

Kellie Neiryck
Senior Director of Products & Services
517-267-2206
kellie.neiryck@sbam.org



www.sbam.org/ase

COMMUNICATE CONFIDENTLY

MEMBER COST: \$275

This course is an in-person or virtual full-day class and the purpose of this training is to increase participant's ability to communicate their thoughts and ideas with confidence while strengthening their professional relationships and rapport.

Related Certifications:

LP Certification
CS Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN NOVI](#)

CONFLICT PREVENTION AND RESOLUTION

MEMBER COST: \$275

This course is an in-person or virtual full-day class and the purpose of this training is to improve an individual's reactions/responses to confrontations and interact with others more tactfully, consistently and professionally.

Related Certifications:

LP Certification
CS Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

FINANCE FOR NON-FINANCIAL PEOPLE

MEMBER COST: \$275

This course is an in-person or virtual full-day class and will introduce and explain the basic finance terms, concepts, and tools.

Participants will explore how to speak the language of finance as well as read and understand the typical reports used by the finance and business leaders in the company.

Related Certifications:

LP Certification
CS Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

GOAL SETTING

MEMBER COST: \$275

This course is an in-person or virtual full-day class and will help participants identify priorities and set goals. This is an interactive program where participants will engage in several activities that will enhance their effectiveness, productivity, and success professionally and personally. Participants will learn the power of properly written goals.

Related Certifications:

HR Certification
LP Certification
CS Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

LEADERSHIP ESSENTIALS

MEMBER COST: \$275

This course is an in-person or virtual full-day class and will provide insight on how to be an outstanding leader and achieve excellence in self and others.

Related Certifications:

LP Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

MANAGING PROBLEM EMPLOYEES

MEMBER COST: \$165

This course is an in-person or virtual half-day class and participants will hear why problem employees need to be managed carefully. This program will help identify problem employees, introduce strategies necessary for effective management, and review documentation techniques that will both support termination and prevent against arbitration issues and legal liability.

Related Certifications:

HR Certification
LP Certification
CS Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN NOVI](#)

NEGOTIATION SKILLS

MEMBER COST: \$295

This course is an in-person full-day class and the purpose of this training is to provide participants with an opportunity to explore their own negotiating style and practice negotiating in a risk free environment.

Related Certifications:

CS Certification
HR Certification
LP Certification

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

PROBLEM SOLVING SKILLS

MEMBER COST: \$275

This course is an in-person or virtual full-day class and the purpose of this training is to introduce new ideas and strategies to solve business problems in the workplace.

Related Certifications:

LP Certification
AA Certification
CS Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

SUPERVISE WITH SUCCESS

MEMBER COST: \$275

This course is an in-person or virtual course and the purpose of this training is to help participants understand the role of a supervisor and identify skills needed to be successful.

Related Certifications:

LP Certification

[CLICK HERE FOR VIRTUAL
CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON
CLASS REGISTRATION IN TROY](#)

WIN-WIN COMMUNICATION

MEMBER COST: \$275

This course is an in-person or virtual full-day class and the purpose of this training is to provide proven techniques for enhancing communication effectiveness with others face-to-face or over the phone.

Related Certifications:

CS Certification

[CLICK HERE FOR VIRTUAL CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON CLASS REGISTRATION IN NOVI](#)

PRINCIPALS & PRACTICES OF SUPERVISION I

MEMBER COST: \$799

This course is an in-person or virtual course and held from 9:00 a.m. - 12:00 p.m. every Tuesday and Thursday over three consecutive weeks.

The purpose of this training is to provide those that supervise others the necessary foundation skills to excel at the most critical tasks of a supervisor.

Related Certifications:

LP Certification

[CLICK HERE FOR VIRTUAL CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON CLASS REGISTRATION IN TROY](#)

[CLICK HERE FOR IN-PERSON CLASS REGISTRATION IN NOVI](#)

PRINCIPALS & PRACTICES OF SUPERVISION II

MEMBER COST: \$799

This course is an in-person or virtual course and held from 9:00 a.m. - 12:00 p.m. every Tuesday and Thursday over three consecutive weeks.

The purpose of this training is to provide participants additional ways to effectively supervise their teams.

Related Certifications:

LP Certification

[CLICK HERE FOR VIRTUAL CLASS REGISTRATION](#)

[CLICK HERE FOR IN-PERSON CLASS REGISTRATION IN TROY](#)

[CLICK HERE FOR IN-PERSON CLASS REGISTRATION IN NOVI](#)