




Overview

TRACOM Prepares Organizations to Meet Today's Business Challenges

“The best way to predict the future is to create it.” – Peter Drucker

TRACOM's mission is to enable our clients to create a future in which **growth is appropriately managed, mergers and acquisitions** are executed smoothly, new **local and global markets** are explored and capitalized upon, and **top talent is identified and groomed**—all culminating in top-performing, highly successful, and profitable organizations.

Training Products Division

The Training Products Division focuses on the development of key interpersonal, team and sales competencies, empowering people with the skills that are required for success in today's business world.

Interpersonal Skill Development – Through application of the SOCIAL STYLE MODEL, behavioral differences are understood, managed and controlled, employees are better able to handle change, recognize and minimize tension, reduce conflict, welcome diversity and perform more effectively.

Team Development – For new teams, for existing or “intact” teams and for team leaders, these programs are based on TRACOM'S TRI-DIMENSIONAL MODEL OF TEAM DEVELOPMENT™ and help diverse individuals become optimum teams. The model creates the structure necessary for team members to become focused on common goals and helps them be independent—yet interdependent.

Sales Effectiveness – Through both internal programs and partnerships, our sales training programs extend from basic selling skills to strategic business development to sales management.

Performance Consulting Division

The Performance Consulting Division focuses on creating customized solutions for developing leaders, managing job performance and improving employee engagement.

Leadership Development – Our customized solutions take into account cutting-edge research on how leaders learn best—through **targeted skill development, challenging on-the-job experiences, and extensive feedback, coaching, and mentoring.**

Performance Management – By teaching your leaders to manage performance effectively, a **common performance language** is created, enabling a dialogue on best practices and standards of excellence. This dialogue results in goal alignment and deep one-to-one working relationships between managers and staff.

Employee Engagement – Our process enables organizations to assess how **employee attitudes and morale affect business performance.** We provide the necessary tools to address these results on all business performance issues.

Why Choose TRACOM?

An engagement with TRACOM provides fast, efficient, practical solutions for interpersonal skill, team development, leadership development, performance management, and employee engagement that enable your company to meet significant business challenges. We are able to deploy our resources to effectively implement solutions with minimal burden to clients while achieving the greatest possible impact.

For More Information:
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For More Information:
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