

QUOTA® SYSTEM PROGRAMS

Quota® DecisionLab™ Workshop

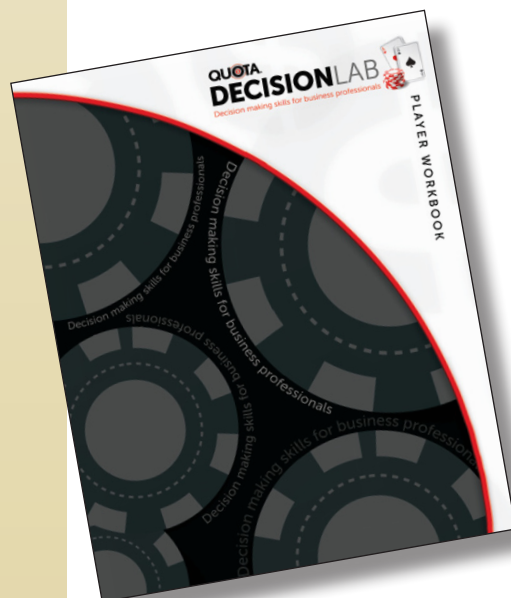


As a business professional, you are constantly evaluating your clients, your suppliers and your own company's capabilities. Your ability to identify the problem, evaluate your sources and use critical path decision-making are all essential to your company success.

This unique program was designed by ActionLab in Europe and is now sweeping the globe! Using Texas Hold'em Poker as the learning tool, Quota® Decision-Making for Sales Professionals provides an exceptional learning experience that ensures participation and retention of critical decision-making capabilities.

“Thanks for the opportunity to be exposed to Quota's newest Sales Training aid with your new international Poker Game. Vito and I truly enjoyed the learning experience and found it educational, fun and memorable!”

ROGER KEELEY,
ATLANTIC PACKAGING



The course teaches:

- Emotional and Rationale Decision-Making
- Problem structuring methods
- Decision-making evaluation and execution tools
- How to guard against decision biases
- 'People' analysis tools
- Decision-making factors utilizing expected value outcomes
- Decision-making process and spreadsheet