

Value Power

Values in the business world have an important role. Organizations have actively used them as guiding principles to achieve great success, turn around negative situations, and to unify individuals for a common purpose. Ongoing research has shown that values play an equally important role as the core driving force of decision-making. Organizations that make the additional effort in identifying and unifying individual values and the driving values of departments and divisions to the guiding values of the entire organization dramatically add to accomplishments, profits, and well-being of employees.

This program will cover important concepts and applications of values including:

- The critical values in building trust
- Discovering the values of others
- Building synergistic objectives on value models

Understanding the role that values play in situations and having the communication skills to address them enhances business relationships with employees, co-workers, vendors, suppliers, and customers. Values are a key element in creating a cooperative environment with excellent utilization of resources.

The fast-paced business world needs stability to build upon. A value driven organization supplies that stability and a mark to measure progress against. The multiplicative benefit of synergistic efforts by all individuals of an organization is evident in bottom-line profits. Values can guide all processes of an organization including finding individuals that will thrive as part of the organization.

You and those that attend with you will learn powerful new ways to...

- 1. Identify values and communication effectively.**
Stronger relationships are critical during times of change.
- 2. Focus on the values necessary to bring about the desired measurable results.**
Build synergy in achieving objectives.
- 3. Discover personal values and their impact on your decisions.**
Clarifying the values that drive your own decision-making models.
- 4. Link personal values to organizational objectives**
Creating that drive for accomplishment and success.
- 5. Build action models aligned with strategic operation.**
Analyze and test models for congruency to stated organizational values.
- 6. Choose measurement and milestones based on an impact model.**
Focusing on measurements and evaluation tools that have meaning for the individuals of an organization.



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