



Ready To Go

People Skills & Management Offerings

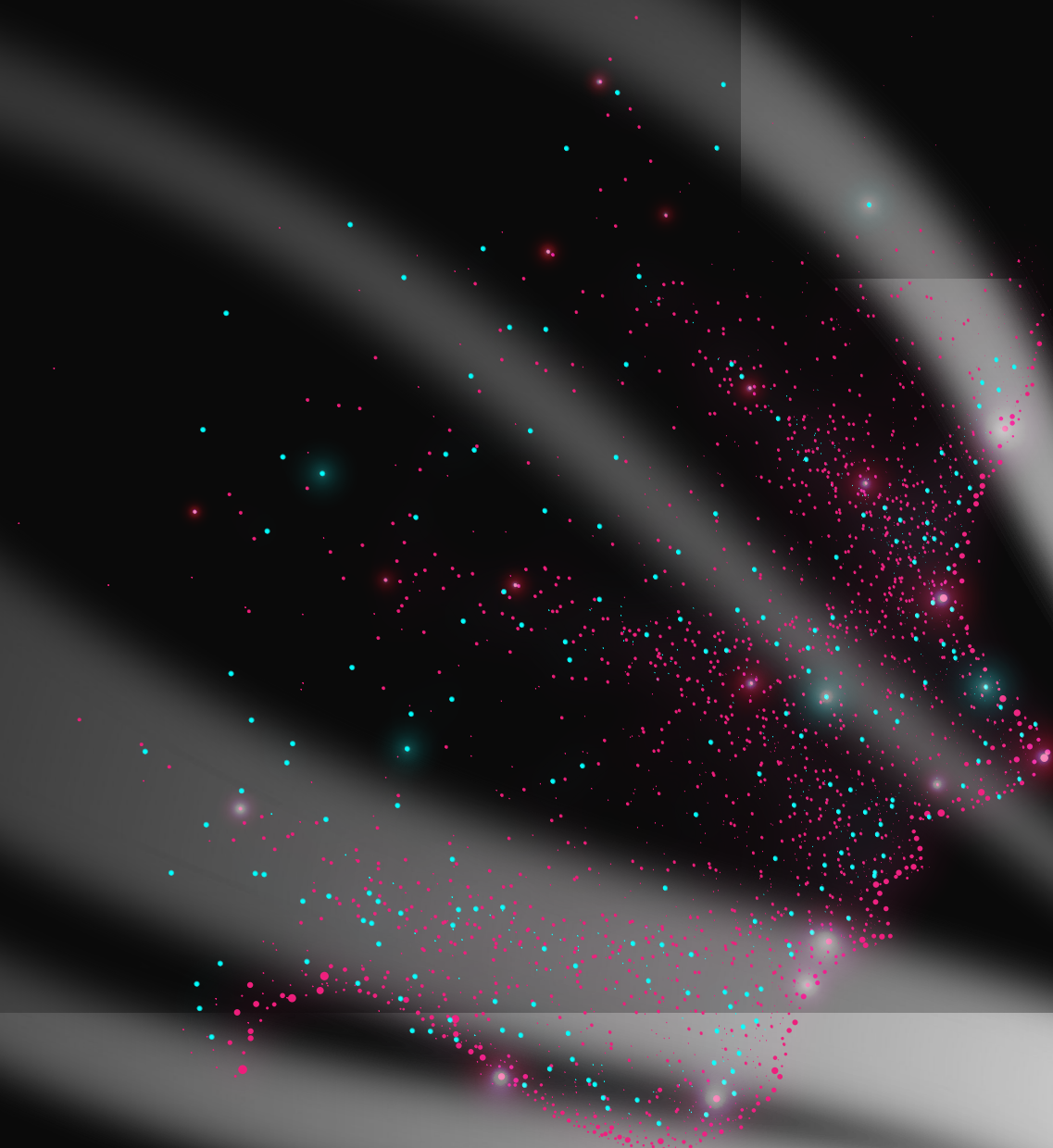


Table of Contents

Popular Series for Managers and Leaders.....	4
Management and Leadership	7
Build Your Personal Brand – Leadership Blueprint	08
Building Strong Foundations: Strategies for Connecting with Your Team	09
Career Development Conversations: Retention Starts Here	10
Coaching and Guided Problem Solving.....	11
Difficult Performance Conversations	12
Give and Receive Effective Feedback	13
Goal Setting – Smarter Than Smart	14
Interviewing for Results: Science-Based Skills for Smarter Hiring	15
Leading Through Change And Ambiguity	16
Manager's Guide to Accountability	17
Managing Team Conflict – Secrets You Can Steal From Professional Conflict Managers	18
Psychological Safety in Action: Skill Building for Inclusive Teams	19
Risk Management Basics	20
Setting Clear Expectations and Effective Delegation	21
Strategic Thinking and Problem Solving	22
The New Manager – Hit the Ground Running	23
The Science and Skills of Inclusion (For Managers)	24
The Science of Leadership Presence	25
The Social Science of Leading Meetings	26
Next-Level Work Skills	27
AI Adoption: Collaborative Work Session	28
Collaboration in a Fast-Paced Environment	29
Conflict Resolution and De-Escalation	30
Critical Thinking and Complex Problem Solving	31
Discovery for Success – The Psychology of Fantastic Discovery Meetings	32
Explaining Complex Ideas: Make Technical Information Clear and Engaging	33
Growth Mindset	34
Inclusion for Everyone: Awareness Into Action	35
Managing Relationships – Skills for Awareness and Interactions	36
Managing Up – Navigate Relationships With Leaders	37
Modern Assertive Communication	38
Neuroscience of Emotional Intelligence	39
Practical AI	40
Presenting with Presence	41
Project Management for Everyone	42
Psychology of PowerPoint	43
Real-World Design Thinking	44
Real-World Time Management	45
Storytelling with Data	46
The Art of Influence	47
The Science of Clear and Impactful Writing	48
The Science Of Storytelling	49

Duration Options:

Standard: 2 hours

Designed for depth, interaction, & rehearsal. This is the recommended format for maximum learning transfer.

Accelerated: 90 minutes

A faster-paced version for high-pressure schedules.

Split Format: Two 1-hour sessions

Delivered across two sessions to fit busy calendars.

This catalogue only contains Gravity Learning's "ready to go" offerings.

We excel at custom designed learning for your org's needs.

Let's talk!

Every Gravity Learning Workshop Also Includes The Following:

Before Each Workshop:

Pre-workshop communication to spark motivation, intention, and other psychological priming.

Dripped content that increases value, relevance, and ease of use.

Communications for attendee supervisors, to set expectations and guide support.

Communication templates and registration pages.



During Each Workshop:

Experiential learning experience focused on scientific understanding and hands-on skills.

Engaging discussion, participation, and interaction.

Participants make concrete plans, action items, and "homework" for themselves.



After Each Workshop:

Participants work on real-world assignments.

Peer meetings to discuss the experience and make plans.

Participants participate in short and long-term measurement designed to prove behavior change and quantify impact, including and up to ROI measurements

Optional Add-Ons That Protect Learning Outcomes

These add-ons are designed to prevent drop-off and protect results.



Launch Meeting

A short kickoff with participants and their leaders that sets expectations and shared ownership. It resets skepticism and aligns leaders on how to actively support participants.



Capstone Intensive

A closing session where participants demonstrate what they have applied, share successes, & commit to next steps. The capstone reduces skill decay, strengthens follow-through, & produces evidence of value.



Coaching

Individual coaching sessions help participants apply new skills when complexity and cognitive load are high. Coaching turns motivation into action and prevents learning from stalling.

Popular Series For Managers And Leaders

Essential Manager Workshop Series

FOR: Managers who haven't participated in an in-depth Manager Skills program.

1. Build Strong Foundations: Strategies for Connecting with Your Team.
2. Setting Clear Expectations & Effective Delegation.
3. Give and Receive Effective Feedback.
4. Difficult Performance Conversations.
5. Managing Team Conflict – Secrets You Can Steal from Professional Conflict Managers.
6. Coaching and Guided Problem Solving.

Next-Level Manager Workshop Series

FOR: Managers who are deeply-experienced and ready to take it to the next-level.

Increase Engagement

1. Neuroscience of Emotional Intelligence The Path to Patience.
2. The Science and Skills of Inclusion for Managers.
3. Psychological Safety in Action: Skill Building for Inclusive Teams.
4. The Science of Motivational Storytelling.
5. Presenting with Presence.

Increase Efficiency and Impact

1. Increase Efficiency.
2. Strategic Thinking and Problem Solving.
3. Storytelling With Data.
4. Project Management for Managers.
5. The Art of Influence.

GET IN TOUCH

Let's create something great together!
Email sales@gravitylearning.com
to get started.





Workshops By Role

All Managers

- ▶ Building Strong Foundations: Strategies for Connecting with Your Team.
- ▶ Difficult Performance Conversations.
- ▶ Give and Receive Effective Feedback.
- ▶ Neuroscience of Emotional Intelligence.
- ▶ Psychological Safety in Action – Skill Building for Inclusive Teams.
- ▶ Setting Clear Expectations and Effective Delegation.
- ▶ The New Manager Hit the Ground Running.

Directors And Senior Leaders

- ▶ Interviewing for Results: Science-Based Skills for Smarter Hiring.
- ▶ Leader as Coach.
- ▶ Leading Through Change and Ambiguity.
- ▶ Presenting with Presence .
- ▶ Succession Planning.

Experienced People Managers

- ▶ Manager's Guide to Accountability
- ▶ Coaching and Guided Problem Solving.
- ▶ Career Development Conversations: Retention Starts Here.
- ▶ Leading Through Change and Ambiguity.
- ▶ Managing Team Conflict – Secrets You Can Steal From Professional Conflict Managers.
- ▶ Presenting with Presence.
- ▶ Strategic Thinking and Problem Solving.

- ▶ Storytelling with Data.
- ▶ Strategic Thinking and Problem Solving.
- ▶ The Science of Leadership Presence.
- ▶ The Science of Motivational Storytelling.

Continued....

Workshops By Role

Project Leaders / Technical Leads

- ▶ Critical Thinking and Complex Problem Solving.
- ▶ Discovery for Success – The Psychology of Fantastic Discovery Meetings.
- ▶ Explaining Complex Ideas – Make Technical Information Clear and Engaging.
- ▶ Practical AI.
- ▶ Project Management for Everyone.
- ▶ Real-World Design Thinking.
- ▶ Risk Management Basics.
- ▶ The Science of Clear and Impactful Writing.
- ▶ AI Adoption: Collaborative Work Session

High Performing Individual Contributors

- ▶ Collaboration in a Fast-Paced Environment.
- ▶ Growth Mindset.
- ▶ Managing Relationships – Skills for Awareness and Interactions.
- ▶ Managing Up – Navigate Relationships With Leaders.

Inclusion Champions

- ▶ Inclusion for Everyone: Awareness Into Action.
- ▶ Conflict Resolution and De-Escalation.
- ▶ Psychological Safety in Action – Skill Building for Inclusive Teams.

Communication-Focused Roles

- ▶ Explaining Complex Ideas – Make Technical Information Clear and Engaging.
- ▶ The Social Science of Leading Meetings
- ▶ Presenting with Presence.
- ▶ Psychology of PowerPoint.
- ▶ Storytelling with Data.
- ▶ Build Your Personal Brand – Leadership Blueprint Meetings.
- ▶ The Science of Clear and Impactful Writing.
- ▶ The Science of Storytelling – A Practical Process for Influence and Inspiration.

- ▶ Modern Assertive Communication.
- ▶ Neuroscience of Emotional Intelligence.
- ▶ Real-World Time Management.
- ▶ The Art of Influence.

- ▶ The Science and Skills of Inclusion (For Managers).

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Management and Leadership





BUILD YOUR PERSONAL BRAND- LEADERSHIP BLUEPRINT

VIDEO PREVIEW



Build Your Personal Brand – Leadership Blueprint

Understand and Control How Others See You



[View on
GravityLearning.com](https://www.gravitylearning.com)

Every leader and high performer is concerned about building their personal brand, and there's a surprising amount of research that shows just how important it is. If you don't define your brand, people will define it for you, often with less generosity than you'd hope.

However, how to build a brand is less clear... until now.

In this workshop, we delve into the science of how a personal brand is developed and the skills you can use to influence how people think of you.

Participants Will

- ✓ The people who matter think of you way you want them to
- ✓ The way you talk about yourself leads to credibility and trust without over-selling yourself
- ✓ You receive direct, honest feedback that helps you polish your brand and grow in the right direction

What People Are Saying

★★★★★

Nina Vu

“The class was presented in a good pace, not too fast, not too slow. It had a lot of good takeaways. I liked the instructors voice, soothing tone but not boring.”

★★★★★

Kathleen DePuydt

“Really appreciate the key points that were minimal and succinct. They are such simple points which are so easily transferable. THANK YOU!”

★★★★★

Hoang Truong

“The training is very helpful and beneficial for my work. Highly recommend this training to other employers.”



BUILDING STRONG FOUNDATIONS: STRATEGIES FOR CONNECTING WITH YOUR TEAM

VIDEO PREVIEW



Building Strong Foundations: Strategies for Connecting with your Team

Build trust and loyalty by focusing on the behaviors that build a strong base.



[View on GravityLearning.com](https://www.gravitylearning.com)

Much of the working relationship between a leader and their team depends on how intentionally that leader builds a strong foundation with team members.

Here, we delve into the research and practical how-to of getting to know your team, understanding what matters to them, and learning how to pivot your management style to best support individuals.

Participants Will

- ✓ Build a two-way employee relationship based on respect
- ✓ Create a culture where employees feel listened to and are 300% more open to listening
- ✓ Gain a clear understanding of employee needs and when to pivot their leadership style

What People Are Saying

★★★★★

Angie Bramley

“This is one of the best action-based training I’ve attended! Looking forward to more!”

★★★★★

Nancy Zheng

“I like that specific questions are given as examples to approach different objectives.”

★★★★★

Pamela Quintana

“Great interactive sessions and looking forward to session 2 and session 3”



CAREER DEVELOPMENT CONVERSATIONS: RETENTION STARTS HERE

VIDEO PREVIEW



Career Development Conversations: Retention Starts Here

Have the conversation that research says is the number one thing most highly correlated to reducing turnover.



[View on GravityLearning.com](https://www.gravitylearning.com)

Top talent doesn't just leave for higher salaries—they leave when they don't see a future. Career Development Conversations (CDCs) are the antidote. They provide a structured way to align individual growth with organizational needs—without creating false expectations or lip service.

With a few simple techniques, you'll learn a structured approach to discovering employee motivation and leading career conversations that keep employees engaged, and future-focused.

Participants Will

- ✓ Differentiate between performance reviews and career development conversations
- ✓ Help employees explore growth paths that don't rely on promotions
- ✓ Use structured questions to uncover employees' real aspirations, even when they say, "I don't know"

What People Are Saying

★★★★★

Jen Tamayo

“Such great perspective and getting my brain thinking in a different way. Thank you for sharing such great tips, tricks and I LOVE the science behind everything.”

★★★★★

Jason Guyre

“I think the topics were timely and pointed. I would bet that individuals at other levels (e.g. Manager) could also benefit. The key points that were communicated will be very helpful moving forward.”

★★★★★

Rodrigo Castellanos

“Workshop provided actionable insights and was structured in an approachable way. I think professionals at every level can benefit from attending this workshop and series as a whole.”



COACHING AND GUIDED PROBLEM SOLVING

VIDEO PREVIEW



Coaching and Guided Problem Solving

Coach with science-based methods that help employees think better and act faster.



[View on GravityLearning.com](https://www.gravitylearning.com)

If you think about the single most significant accomplishment in your career so far, we bet it won't be something that someone else told you to do.

Business coaching is different from sports coaching. In business coaching, the coach skillfully walks their team members through crafting solutions and plans on their own.

Following our simple 5-step method, anyone can become a successful coach. You'll be coaching by the time you leave the workshop.

Participants Will

- ✓ Understand how professional coaching is the answer when there is no obvious solution
- ✓ Use a simple 5-step coaching method that results in action, not just ideas
- ✓ Leverage the power of "keeping your advice to yourself" so team members can grow

What People Are Saying

★★★★★

Srikanth Saladi

“This was a very helpful session to understand the principles of guided problem solving and where to draw the line between mentoring & coaching someone, particularly a person is on my team and is looking to solve a problem.”

★★★★★

Courtney Scott

“This was a great management training and plan to use the information and materials as a resource moving forward. I have and will continue to recommend this bootcamp to coworkers.”

★★★★★

Bonita Woodson

“This workshop helped me to be motivated to use my coaching skills more often & increase the level of competency.”



DIFFICULT PERFORMANCE CONVERSATIONS

VIDEO PREVIEW



Difficult Performance Conversations

Use human psychology to guide tough talks that change behavior without hurt feelings.



View on
GravityLearning.com

One of the hardest parts of any manager's job is dealing with difficult performance or behavior issues, especially if the employee is also a high performer.

Here, we reveal a step-by-step framework for approaching problematic behaviors and setting up manageable expectations.

Managers will learn real-world approaches designed to maximize positive outcomes while minimizing emotional impact.

Participants Will

- ✓ Understand the psychology of defensiveness and how to avoid "people taking it wrong"
- ✓ Know what to do when holding someone accountable doesn't work
- ✓ Learn and apply a "step-based" approach to asking for behavior change

What People Are Saying



Tyler Hansen

"Great discussion on handling conflict and performance dips in the office. Provided a simple framework to handle a variety of issues"



John White

"The use of impact is interesting, because it feels like it can focus the recipient of the user to the wider goals, and I think helpd gets buy in for improvement"



Anthony Keathley

"Helpful framework to resolve performance issues, without demotivating employees."



GIVE AND RECEIVE EFFECTIVE FEEDBACK

VIDEO PREVIEW

Give and Receive Effective Feedback

Deliver feedback that motivates, builds trust, and sparks improvement.



[View on
GravityLearning.com](https://www.gravitylearning.com)

When delivered effectively, feedback is the single strongest predictor of motivation. However, we've all seen feedback go wrong.

Here, we explore fascinating research about positive and constructive feedback, when to apply each, and how to gracefully accept difficult feedback (and look great doing it).

You'll learn tools and techniques that avoid hurt feelings and lead to better performance. This workshop is a must for all managers and leaders.

Participants Will

- ✓ Understand when to give positive versus constructive feedback
- ✓ Give feedback that is less emotionally impactful and more likely to lead to behavior change
- ✓ Accept difficult feedback and look good doing it

What People Are Saying

★★★★★

John Cochran

“I liked the chaterfall-based way to engage. efficiently drives engagement. also, importantly, the content will change how i offer and receive feedback.”

★★★★★

Ross Federman

“I found this to be among the most helpful of any manager trainings I've done previously. I really appreciate the examples in scientific literature and grounding our discussion in the emperical evidence shedding light on these concepts.”

★★★★★

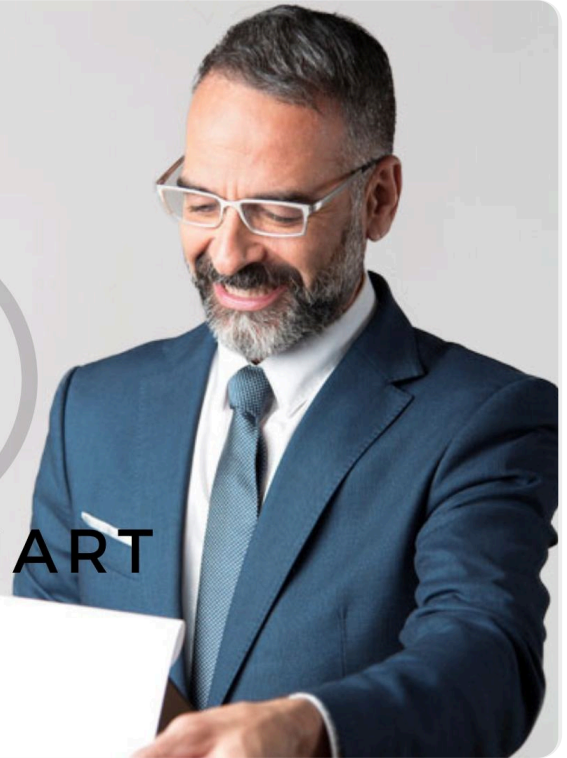
Darren Ferguson

“The session was really well planned, the mission was clear and the breakout sessions were really helpful.”



GOAL SETTING – SMARTER THAN SMART

VIDEO PREVIEW



Goal Setting – Smarter than Smart

Use brain science to create goals that stick and drive real results.



[View on
GravityLearning.com](https://www.GravityLearning.com)

Modern goal-setting theory and the neuroscience of goals show that the more complicated a goal-setting method is, the less likely people are to use it.

In this direction-setting workshop, we use practical, research-based methods to align team goals with organizational goals and build individual goals based on what the research says really works.

Participants Will

- ✓ Learn goal-setting methodologies that are fast and simple
- ✓ Set goals that leverage the science of how our brain likes to do things
- ✓ Create goals that are more successful than SMART
- ✓ Apply the #1 research-supported action correlated with goal achievement at work

What People Are Saying

★★★★★

Scott Steffen

“Fascinating info about goal setting, really enjoy the neuro-physiology.”

★★★★★

Matthew Dahlquist

“I enjoyed the course, thank you for putting it together. I plan to use it while setting goals in my professional and personal life.”

★★★★★

Jazmine Lincoln

“This would benefit all employees rather they BIG goals, smaller goals or personal goal. Maybe just to be an accountability partner for someone else.”



INTERVIEWING FOR RESULTS: SCIENCE-BASED SKILLS FOR SMARTER HIRING

VIDEO PREVIEW

Interviewing for Results: Science – Based Skills for Smarter Hiring

Use science-backed techniques to predict how a candidate will REALLY act and perform on the job.



[View on GravityLearning.com](https://www.gravitylearning.com)

The most important conversation is the one where you decide whether to bring on someone as a new team member. And yet, the average time a manager dedicates to interview preparation is 10 minutes.

In this workshop, you'll learn how to develop and deliver interview questions to get you employees you really want.

Participants Will

- ✓ New employees that live up to expectations
- ✓ PROOF that the candidate can do the most important parts of the job
- ✓ A clear view of a candidate's attitude and skillset

What People Are Saying

★★★★★

Sherri Andjus

“Great class and I'll be rethinking the way I'm wording our standard interview questions to find the best employees.”

★★★★★

Kimberly McEwen

“I love the score card method. It's a great way to ask the same question to everyone and lessen the chance of bias. My other tip I will be using is “Don't just ask questions, dig into answers.”

★★★★★

Adeeb Arafah

“Really great session. helps me reframe the questions i come up with to allow me to better assess candidates' skills for the job.”



LEADING THROUGH CHANGE AND AMBIGUITY

VIDEO PREVIEW



Leading Through Change and Ambiguity

Guide your team through uncertainty with real-world psychology that keeps momentum strong.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Most change initiatives fail before they ever begin, and most change management workshops leave out the most important part — the people.

In this fascinating workshop, we explore the science and psychology of how humans react during times of significant change and how leaders often sabotage their own efforts with the best of intentions.

Participants Will

- ✓ Gain a deeper understanding of the cycle humans and go through during significant change
- ✓ Confidently use research-supported methodologies to announce and support the team
- ✓ Learn how to keep people going and set expectations during times of ambiguity

What People Are Saying

★★★★★

Alden Jackson

“It’s always fun to challenge your traditional ways of thinking. David helped point out some action items to make us better leaders and convey information more appropriately.”

★★★★★

Jaeda Roberts

“Really enjoyed the workshop and I feel more prepared to guide my team through changes in the company and communicate that change more effectively.”

★★★★★

Ashley Clark

“Really engaging instructor. Gave us action plans on how to communicate changes to our team better. Wish we had this training months ago.”



MANAGER'S GUIDE TO ACCOUNTABILITY

VIDEO PREVIEW



Manager's Guide to Accountability

Understand the Psychology of Accountability and Build a Culture Where People Follow Through



View on
[GravityLearning.com](https://www.gravitylearning.com)

Everyone agrees that accountability is important. However, more than half of managers and leaders have no defined process to create accountability and hold people to it. This leads to a general lack of accountability and resentment from high performers when they see others not being held accountable.

This workshop is especially important for “people-people” who are uncomfortable being direct, and for people who have heard that they are “too blunt”.

Participants Will

- ✓ A redefined mindset of accountability
- ✓ Mistakes that are less scary
- ✓ Tasks that lead to people taking accountability for success
- ✓ The ability to respectfully hold people accountable without overreacting

What People Are Saying

★★★★★

Astra Teller

“Very informative and great to finally have a tool to reference when accountability topics / issues arise with teams.”

★★★★★

Cecilia Wiatre

“I learned so much! I am currently working on a difficult project and a small group, and will apply the SMART steps during our next meeting, tomorrow. Thank you!”

★★★★★

Kimberly McEwen

“This was a very valuable class. I plan to use these tools to foster accountability right away on upcoming projects.”



MANAGING TEAM CONFLICT SECRETS YOU CAN STEAL FROM PROFESSIONAL CONFLICT MANAGERS

VIDEO PREVIEW



Managing Team Conflict

Use the proven step-by-step methods professional mediators use to turn conflict into agreement.



[View on
GravityLearning.com](https://www.gravitylearning.com)

In this valuable workshop, you'll learn how professional conflict managers craft agreements in a step-by-step way that you can use with your teams.

We'll take a hands-on "how-to" approach to resolving conflicts in a way that avoids natural pitfalls and leads to solutions that feel authentic and people-oriented. Managers won't need these skills every day, but they'll be very thankful for them when they do.

Participants Will

- ✓ Identify and resist their natural inclinations that make conflict worse
- ✓ Utilize non-obvious techniques to get people to listen
- ✓ Pivot between conflict management styles to build solutions everyone can agree on

What People Are Saying

★★★★★

Melissa Beccio

“Thoughtful, proven tools to be prepared to mediate/resolve workplace conflict. Well taught!”

★★★★★

Joshua Coryell

“Really enjoyed it, provided some insight on how to review conflict from a non-biased place.”

★★★★★

Erik Peterson

“Very informative. Provided an easy to use framework for addressing conflicts.”



PSYCHOLOGICAL SAFETY IN ACTION: SKILL BUILDING FOR INCLUSIVE TEAMS

VIDEO PREVIEW



Psychological Safety In Action: Skill Building for Inclusive Teams

Use human psychology to create meetings where people speak up and ideas thrive.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Establishing a team atmosphere where team members feel empowered to share ideas, speak up, and take risks without fear of being humiliated or penalized sounds great, but how do you do it in practice?

This hands-on workshop explores the skills managers and leaders can apply right away to set expectations for inclusion, normalize disagreement, and gracefully receive “unrefined” ideas.

Participants Will

- ✓ Enhanced collaboration and innovation
- ✓ The ability to ask for feedback without worrying about how to accept ideas you don't love
- ✓ More inclusive meetings and improved communication

What People Are Saying

★★★★★

Nichaela Barnett

“I think has been really beneficial to me – it is really helpful to see the statistics on how people perceive things.”

★★★★★

Robin Neuber

“I thought the takeaways are going to be immediately useful. I liked that we were not always focused on a slide, and that interaction was encouraged.”

★★★★★

Olivia Stabile

“Great examples, evidence based research, works in daily practice, real-life tools, thank you!”



RISK MANAGEMENT BASICS

VIDEO PREVIEW



Risk Management Basics

Identify, assess, and plan for risks using simple tools that prevent costly surprises.



[View on GravityLearning.com](https://www.gravitylearning.com)

No one likes to think about what could go wrong. But, when we learn the professional risk management techniques experienced project managers use we are able to leverage tools that allow us to navigate and certainty and ensure our projects remain on track

Risk Management is “next-level”. When you’re ready to up your project management game, we’ll see you in the workshop.

Participants Will

- ✓ Acquire the ability to identify and evaluate project risks with precision.
- ✓ Enhance decision-making skills under uncertainty, boosting project resilience and success rates.
- ✓ Learn and apply proven risk mitigation strategies to safeguard project objectives.

What People Are Saying



Stephanie Perron

“This was so helpful. Examples were clear. It was great to be able to practice/ follow along during the course. These are skills I will definitely use in my work.”



Allison Horinek

“The training was super helpful and informative! I felt like the pace and the amount of breaks helped to keep us from being overwhelmed with the amount of information presented.”



Al Oliveira

“This session was well structured and facilitated and is very applicable to my job.”



SETTING CLEAR EXPECTATIONS AND EFFECTIVE DELEGATION

VIDEO PREVIEW



Setting Clear Expectations and Effective Delegation

Assign tasks in a way that creates clarity, builds trust, and frees time for higher-value work.



[View on
GravityLearning.com](https://www.gravitylearning.com)

In this fascinating and useful session, leaders learn a step-by-step process to focus on performative success. They will set action-focused goals, help team members create a realistic plan, assign tasks and projects, and focus on results—all without micromanagement!

Participants Will

- ✓ Delegated tasks that are clear and actionable
- ✓ Huge reduction in micromanagement
- ✓ Reduced confusion and increased accountability
- ✓ Clear reporting and messaging to keep everyone “in the loop”

What People Are Saying

★★★★★

Ryan Harvey

“Very helpful and I am looking forward to applying my training plan to work delegation going forward.”

★★★★★

Lucy Maxwell

“Helpful concepts and suggestions and tips”

★★★★★

Cynthia Leon

“Megha was great – I learned a lot and will definitely join other trainings.”



STRATEGIC THINKING AND PROBLEM SOLVING

VIDEO PREVIEW



Strategic Thinking and Problem Solving

Apply real-world strategy tools to think and make innovative plans and solve deeply complex challenges.



[View on
GravityLearning.com](https://www.gravitylearning.com)

As a leader, people look to you to solve tough problems and set strategic direction.

In this workshop, we unlock creativity with real-world step-by-step tools you can use right away with your teams to strategically create plans and innovate solutions to tough challenges.

Participants Will

- ✓ A simple system you can use with your teams to solve tough problems
- ✓ Actionable solutions to tough problems & big decisions
- ✓ Practical insights into how to lead a 30 minute problem solving session

What People Are Saying

★★★★★

Adriana Ciccirelli

“I see high value in this workshop – love the “Process of Innovation”, especially the 5 “whys”! Breaking down a problem into root cause(s) is so helpful!”

★★★★★

Laurie Torstensen

“Awesome workshop!! I have been struggle to push through in my personal development with going to school, adjusting to major life changes and trying to relearn how to live life. This has been life changing!”

★★★★★

Connie Dorner

“Simple easy framework to use for working in small groups to get to the problem/solution! Thanks!”



THE NEW MANAGER – HIT THE GROUND RUNNING

VIDEO PREVIEW



The New Manager – Hit The Ground Running

Master science-based habits that build trust, set expectations, and motivate from day one.



[View on
GravityLearning.com](https://www.gravitylearning.com)

As a reward for success, the best employees get promoted into an entirely different job.

Here, we explore high-level skills of the best people managers. Participants learn how to skillfully set the stage for success, avoid the trap of micromanagement, & create a science-based motivation plan.

These are the graceful skills it takes most leaders decades to learn on their own (and many of them never do).

Participants Will

- ✓ Gain skills for relationship setting and expectations.
- ✓ Gain visibility with leaders through clear and concise reporting.
- ✓ Learn about their natural management style, and when to pivot.
- ✓ Learn the secrets to inclusive and action-item focused meetings.

What People Are Saying

★★★★★

Aaron Smith

“Very good. Helps with offering a different perspective & giving deeper thought to common issues we all face.”

★★★★★

Angie Bramley

“This is one of the best action-based training I’ve attended! Looking forward to more!”

★★★★★

Adam Hancock

“Very helpful content. I think having this be a part of onboarding for a certain level or higher would be very valuable.”



THE SCIENCE AND SKILLS OF INCLUSION (FOR MANAGERS)

VIDEO PREVIEW



The Science and Skills of Inclusion

Apply human psychology to create belonging, reduce defensiveness, and strengthen teams.



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GravityLearning.com

We hear a lot about diversity but less about the science behind it and practical things managers can do to make a difference.

In this interactive course, we explore the science of how adopting and promoting inclusion can lead to a stronger sense of belonging for everyone. Managers will gain valuable insights and practical skills designed to reduce defensiveness and foster an environment where everyone feels valued, respected, and truly included.

Participants Will

- ✓ Develop a deeper understanding of the research around what makes people feel included
- ✓ Acquire practical strategies and techniques to include your staff on their journey
- ✓ Learn how to appropriately show up as an ally
- ✓ Build skills to manage "conversations dominators" without killing conversation flow or enthusiasm

What People Are Saying

★★★★★

Annie Lim

“This program was great! I can use these tools right way to improve my current work. Megha the facilitator was also great.”

★★★★★

Alpesh Shah

“Excellent workshop. Provides good tips from a leadership standpoint and how to use / bring practices in every day.”

★★★★★

Amanda Burke

“Sessions were good and the statistics behind helped shape thoughts on the approaches and why we should use certain tools. I liked the stepped processes and feel as though they will be a good resource.”



THE SCIENCE OF LEADERSHIP PRESENCE

VIDEO PREVIEW



The Science of Leadership Presence

Unpack the science behind what makes certain leaders magnetic, then apply research-backed techniques to project confidence, composure, and authentic authority.



[View on GravityLearning.com](https://www.gravitylearning.com)

All leaders are concerned with leadership presence, but how to get it is less clear.

It turns out that scientists are very interested in leadership presence as well and have discovered the main components of what goes into becoming that special kind of leader.

In this fascinating session, we unpack the science of where leadership presence comes from.

Participants Will

- ✓ Understand the key components of leadership presence as identified by scientific research.
- ✓ Gain insights into how to foster project presence, even when you're not feeling it inside
- ✓ Learn practical strategies to enhance your leadership presence.

What People Are Saying

★★★★★

Kevin Jackson

“Awesome information and insight to the psychology of people in order to become a better leader.”

★★★★★

Jennifer Demory

“This would be great for people early in their Director career to learn basic skills needed for the next level.”

★★★★★

Amanda Burke

“These workshops were a great opportunity to teach skills that I plan to use for the next few years to become a better leader.”



THE SOCIAL SCIENCE OF LEADING MEETINGS

VIDEO PREVIEW



The Social Science of Leading Meetings

Gracefully Navigate the Moments That Make-or-Break Meetings



View on
[GravityLearning.com](https://www.gravitylearning.com)

This workshop is a game changer. Most meeting workshops focus on structure. Agendas and action items matter, but they don't solve the socially complex moments that actually make leading meetings difficult.

This workshop focuses on those moments. Participants leverage social psychology and linguistics to gracefully keep meetings on track, safely involve others, inspirationally close meetings, and other people-oriented skills that lead to people saying "Wow, that was a good meeting!"

Participants Will

- ✓ The ability to gracefully keep meetings on track, even when higher-status participants are the ones pulling the discussion off course
- ✓ Meetings that end with clarity and an inspiring sense of direction
- ✓ Meetings where involvement is expected, with the ability to bring people in naturally without putting them on the spot
- ✓ The ability to run meetings that leave people saying "that was a great meeting"

What People Are Saying

★★★★★

Ian Harper

"This workshop gave me several immediate things I can use to improve our team meetings- Thanks!"

★★★★★

Monica Jones

"Great techniques shared, will use set up and pass and recognize when it's being used"

★★★★★

Wanda Horton

"Very good executable ideas and solutions"



Next-Level Work Skills





AI ADOPTION: COLLABORATIVE WORK SESSION

VIDEO PREVIEW



AI Adoption: Collaborative Work Session

The Missing Piece in Your Organization's AI Adoption Program



View on
GravityLearning.com

Most organizations do not struggle with AI adoption because employees lack access to tools or training. Behavioral science research tells us that the real challenge is that people need time, support, and mental space to explore how AI can help with their specific work.

In this highly collaborative hands-on session, participants take on a new AI-forward mindset and identify practical opportunities to use AI in their roles and projects. They'll bring real work with them and create a personal AI roadmap they can begin using immediately. Participants will also team up and build a brain trust of solutions, rather than leaving each person to figure it out on their own.

Participants Will

- ✓ More frequent use of AI in day-to-day work
- ✓ Practical AI usage in real projects and workflows
- ✓ Faster and more confident AI adoption immediately and in the future
- ✓ Stronger shared capability and AI acceptance across the team

What People Are Saying

★★★★★

Astra Teller

“I personally found the workshop very useful. I would certainly recommend it to anyone.”

★★★★★

Cecilia Wiatre

“I drafted recommendations following the guidelines provided. I used a lot more AI in my day-to-day.”

★★★★★

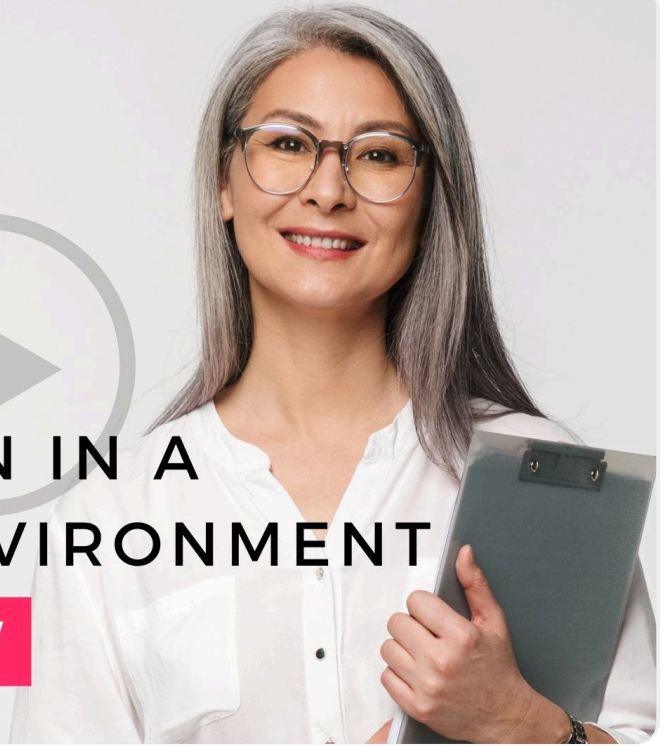
Matilda Ortiz

“I'm more comfortable using AI after having being taught to use it throughout the course, and it has helped me become more productive and organized in my work.”



COLLABORATION IN A FAST-PACED ENVIRONMENT

VIDEO PREVIEW



Collaboration in a Fast – Paced Environment

Apply techniques based in social psychology to stay calm, focused, and collaborative under pressure.



[View on
GravityLearning.com](https://www.gravitylearning.com)

We all know collaboration is important, but when stress and time pressure rise, our “survival instincts” take over, making every request feel like an emergency. As a result, we lose our usual good communication habits, rush through planning, and allow certain voices to dominate meetings.

This workshop draws from the fields of neuroscience and social psychology to explain why your body responds the way it does under time stress at work.

Participants Will

- ✓ Understand why you act the way you do in response to time stress at work.
- ✓ Supercharge meeting effectiveness with a few simple and natural feeling tools.
- ✓ Apply science-based techniques to calmly handle reprioritization.

What People Are Saying

★★★★★

Helen Sterry

“I saw it as a great refresher of the right etiquette for meetings and the way to address and prioritize workload. I think we all know what we should do its just making sure we remember to do that in stressful times.”

★★★★★

Elaine Davis

“This has given me a different perspective from both a manager and an employee, communication is truly both ways.”

★★★★★

Kavita Panchal

“Very helpful to understand how to collaborate and hold effective meetings.”



CONFLICT RESOLUTION AND DE-ESCALATION

VIDEO PREVIEW



Conflict Resolution and De-Escalation

Use proven techniques from professional mediators to defuse tension and find common ground.



[View on
GravityLearning.com](https://www.gravitylearning.com)

More than 80% of workplace conflict never gets resolved. It just gets “let go.”

Here, we steal the secrets of professional conflict managers and use them to gracefully navigate conflict for the best possible outcomes.

Participants Will

- ✓ Science supported ways to avoid making people feel defensive
- ✓ How to reach solutions everyone can agree on.
- ✓ Advanced active listening: how to really make people feel heard

What People Are Saying

★★★★★

Bonita Woodson

“This workshop came at such a reasonable time in my work life. I am tasked with a big goal with a tight timeline. In working with my permanent team we also have contingent workers participating in helping us to complete a project.”

★★★★★

Jennifer Kormos

“Great workshop, useful steps that feel realistic for every day situations. Would attend again!”

★★★★★

Margaret McKnight

“This addresses training managers as mediators, which it took me a bit to understand. I’d love an add on for when I’m in the situation without one.”



CRITICAL THINKING AND COMPLEX PROBLEM SOLVING

VIDEO PREVIEW



Critical Thinking and Complex Problem Solving

Leverage neuroscience to interrupt automatic thinking and solve tough problems.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Much of our thinking is automatic. That's usually a good thing, but sometimes our brain comes up with a great idea that turns out not to be so great. And sometimes we ask our brain to solve a problem, and it comes back stumped.

The good news is that through the application of real-world critical thinking tools, we can step outside our normal thinking patterns and use the true power of our fantastic brain.

Participants Will

- ✓ Learn how to check automatic thinking when it matters
- ✓ Interrupt normal problem-solving to improve solutions
- ✓ Use a scientifically designed method to solve head-scratching problems

What People Are Saying

★★★★★

Olivia Stabile

“Great examples, evidence based research, works in daily practice, real-life tools, thank you!”

★★★★★

Sylvia Drogosz

“This was a meaningful workshop that had tangible and concrete practice opportunities.”

★★★★★

Corey Smith

“I appreciate how the tools and questions that I learned in this course are very general yet specific in how they can be applied, so I will be able to continue to use and grow these skills in my career.”



DISCOVERY FOR SUCCESS

THE PSYCHOLOGY OF FANTASTIC

DISCOVERY MEETINGS

VIDEO PREVIEW



Discovery for Success

Master the psychology and structure of asking the right questions to leaders and clients.



[View on
GravityLearning.com](https://www.gravitylearning.com)

How can we best serve our business partners and clients? By being positive that we fully understand their problems, needs, and expectations.

In this game-changing workshop, we explore the psychology and skills around building trust and confidence when beginning a project or initiative. Managers will learn the high-level skills the most successful professionals use to lead their team to successful outcomes.

Participants Will

- ✓ The ability to take on an initiative or team project with the greatest chance of success
- ✓ The ability to build your brand and that of your team as people who “get what we’re trying to do” and make it happen
- ✓ A high level of trust from leadership

What People Are Saying

★★★★★

Wanda Horton

“Very good executable ideas and solutions”

★★★★★

Nina Vu

“The class was presented in a good pace, not too fast, not too slow. It had a lot of good takeaways. I liked the instructors voice, soothing tone but not boring.”

★★★★★

Mary Lu Gonzalez

“Great tools and engaging delivery”



EXPLAINING COMPLEX IDEAS

MAKE TECHNICAL INFORMATION
CLEAR AND ENGAGING

VIDEO PREVIEW



Explaining Complex Ideas

Apply cognitive science to make complex ideas clear and engaging. Great for scientists, academics, and engineers.



View on
GravityLearning.com

Presenting clear, engaging information is especially challenging when it's technical or for a diverse audience. This workshop simplifies the process.

In this dynamic session, we'll cover the psychology and techniques behind delivering ideas that make sense and stick. You'll practice methods to energize your audience, connect on a level everyone can understand, and ensure your ideas resonate.

Participants Will

- ✓ Make complex ideas clear, even to a non-technical audience
- ✓ Take to difficulty out of creating spot-on analogies
- ✓ Leverage the psychology of decision making to explain complex ideas in easy to absorb ways

What People Are Saying

★★★★★

Jamie Im

“Great session, the 2 hours went by very quickly. Appreciated the options to practice what we were learning on the spot. Also appreciated it was not too much material to remember.”

★★★★★

Sydney Blevins

“I liked clear the clear frameworks and instructions presented for various communication situations and I liked the background research and rationale for why we behave certain ways.”

★★★★★

Elizabeth Wittenborn

“I enjoyed digging into the psychology behind presenting ideas—really interesting stuff. I loved that the workshop made difficult things easy. I can now confidently create analogies to explain complicated ideas on the fly!”



GROWTH MINDSET VIDEO PREVIEW



Growth Mindset

Explore the neuroscience behind building a mindset that drives continuous growth.



[View on
GravityLearning.com](https://www.gravitylearning.com)

In a Stanford study of 170,000 10th graders, having a growth mindset was the #1 predictor of success regardless of IQ, social class, race, or income.

Growth mindset isn't just another "you can do it!" It is a mindset revolving around belief in the way our brains work. Can you learn a "mindset"? Research says yes.

Here, you'll learn how to build and support a growth mindset in yourself and those around you.

Participants Will

- ✓ Cultivate a growth mindset for self-improvement.
- ✓ Foster growth mindset in others for collective advancement.
- ✓ Overcome challenges with resilience strategies.

What People Are Saying



Lyn Blithe

“Great training — lots of great content from higher level managers in ADDITION to a great instructor”



Nicole Conti

“I am excited to see what other courses you offer! Highly recommend; exceeded expectations”



Tyler Monette

“Well-formatted, interesting, data-backed insights. Presenter was engaging. Breakout rooms & call outs helped keep engagement high.”



INCLUSION FOR EVERYONE: AWARENESS INTO ACTION

VIDEO PREVIEW



Inclusion for Everyone: Awareness into Action

Inclusion isn't just a good idea it's a set of skills. Learn them here.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Most of us understand that increasing workplace inclusion and belonging is a good thing. Fewer of us are clear on how to go about doing that.

This is the action-oriented person's inclusion workshop. You'll learn about the science and psychology of belonging and gain real-world skills and techniques you can use right away. You'll help people around you feel valued and better understand outside perspectives.

Participants Will

- ✓ Implement active listening techniques to help people feel included
- ✓ Enhance perspective-taking skills to see situations from others' viewpoints, reduce biases, and improve team dynamics
- ✓ Identify and manage personal biases to create a more inclusive work environment

What People Are Saying

★★★★★

Laura Correa-Hernandez

“Good reminders to be aware of those you work with and how you can be a better listener and remember we are all different living different lives personal and work related. Thank you!”

★★★★★

Ana State

“It was a great training, with practical and concrete examples, not just theory. It was very good for self-awareness.”

★★★★★

Alex Ulrich

“I felt super comfortable speaking openly with my peers about my experiences knowing that they were voluntarily attending a class like this, and therefor already expressed interest in/understanding of DEIB concepts.”



MANAGING RELATIONSHIPS – SKILLS FOR AWARENESS AND INTERACTIONS

VIDEO PREVIEW



Managing Relationships – Skills for Awareness and Interactions

Learn to read and react to hidden cues in communication and relationships.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Social awareness and relationship management is not about being a mind reader or second-guessing everything you might say.

In this workshop we focus on noticing all kinds of communication and reacting appropriately, making people feel truly listened to, and navigating sensitive social interactions that can either build or harm our reputation.

Participants Will

- ✓ Notice and respond to the unsaid
- ✓ Avoid overcommitting and preserve the relationship
- ✓ Get people to listen by listening to them

What People Are Saying

★★★★★

Aaron Clay

“The session helped me want to achieve a quality relationship with my co-workers, especially people we may not understand.”

★★★★★

Adrienne Pea

“I really enjoyed it. The participation level and being put on the spot sometimes pushed me out of my comfort zone as well.”

★★★★★

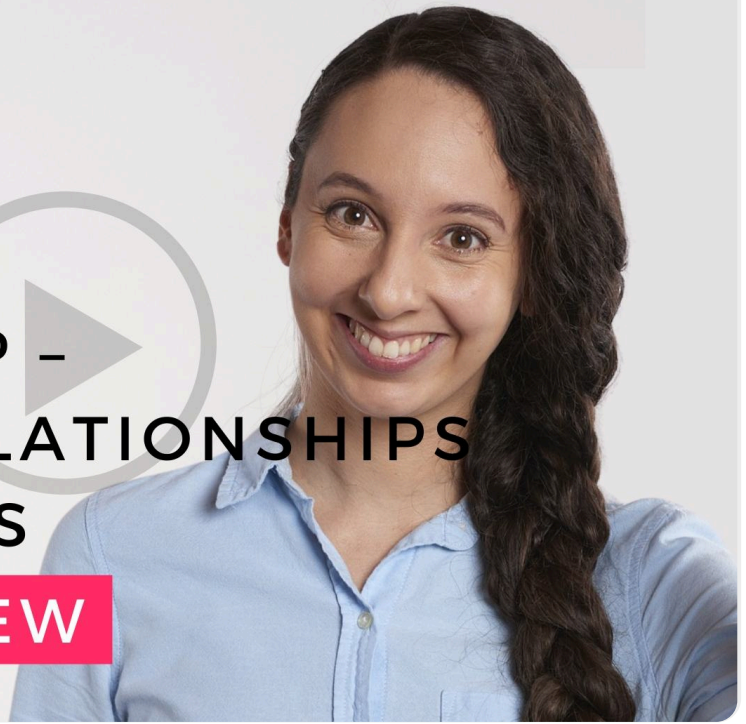
Alex Krause

“I really liked it. This is one of the few programs that I have good takeaways for. They were clear and I liked how we practiced.”



MANAGING UP – NAVIGATE RELATIONSHIPS WITH LEADERS

VIDEO PREVIEW



Managing Up Navigate Relationships with Leaders

Use behavioral science to communicate the way leaders value most and leads to success.



[View on
GravityLearning.com](https://www.gravitylearning.com)

“Managing up” means strategically managing your communication with your leader so that you can both succeed.

This workshop is a fascinating journey into organizational psychology. We uncover the often-hidden experiences and needs that leaders face and reveal what they truly want from their teams. You’ll learn practical skills and techniques that help leaders clearly recognize your value — and position you as someone they rely on and want to keep advancing.

Participants Will

- ✓ Learn when and how to bring problems to leaders
- ✓ Keep leaders in the loop without overwhelming them
- ✓ Bottom-line messages in ways that get to the heart of what leaders want to know
- ✓ Give feedback or prompt action from leaders with confidence and tact

What People Are Saying

★★★★★

Amy Yeager

“David did a great job and I think our leadership team found it very engaging and useful.”

★★★★★

Daniel Fischler

“Instructor was enthusiastic and content was 10/10 very beneficial. Will definitely use this information in the future starting immediately.”

★★★★★

Gina Robles

“This was one of those trainings that was meaningful and not just about all talk. Connections in the break out rooms were great!”



MODERN ASSERTIVE COMMUNICATION

VIDEO PREVIEW



Modern Assertive Communication

Most of what you know about assertiveness is a myth. Learn modern research-proven techniques here.



[View on GravityLearning.com](https://GravityLearning.com)

If you've had challenges with assertiveness then join the club; 60% of us do.

Sadly, most of us have realized that traditional assertiveness suggestions often lead to assertiveness backlash. The good news is that modern assertiveness theory shows us ways to show up in a natural way without weirdness or overreacting.

Be prepared to realign to the "new assertiveness" and apply effective tools that feel more natural and lead to significantly better outcomes.

Participants Will

- ✔ Introduce sensitive topics without backlash
- ✔ Set boundaries and look good doing it
- ✔ Avoid defensiveness in others without "I" statements

What People Are Saying

★★★★★

Tim McElderry

"I loved the content and enjoyed the breakouts with peers to discuss/practice what we were learning. I have a difficult conversation I need to have today and plan to share my intent at the outset."

★★★★★

Heather Dauler

"Love the practical aspects and the research based approach."

★★★★★

Jose Zacarias

"Mind blown. Wish I, we, had this years ago. "Simple" but very effective."



NEUROSCIENCE OF EMOTIONAL INTELLIGENCE

VIDEO PREVIEW



The Neuroscience of Emotional Intelligence

Finally understand the science of your brain reacts the way it does and what you can do to turn on your “thinking brain” and make decisions you can be proud of later, even if you’re stressed or frustrated.



View on
GravityLearning.com

Humans have long disappointed themselves trying to control emotions, and we’ve all acted in ways under stress that we weren’t proud of later.

Here, we take a captivating look into the neuroscience of emotions and learn concrete, real-world techniques to get your “thinking brain” working when emotions and stress are high.

Participants Will

- ✓ Understand how emotions work in your brain and how our normal emotional management methods fail us
- ✓ Use practical, science-based techniques to make decisions you'll be proud of when stress and emotions are high
- ✓ Learn how to calm your brain in the moment during difficult situations

What People Are Saying



Evelyn Ramirez

“This workshop was great! Informative and taught useful techniques that can be used in the workplace AND in personal life situations.”



Jan Engelen

“Loved adding structure to what most of think we already know”



Tadhg Flood

“Good session. Explained things I was aware of but did not know how to control”



PRACTICAL AI GATEWAY TO THE FUTURE

VIDEO PREVIEW



Practical AI

Master the everyday AI tools that help professionals think faster and work smarter.



[View on
GravityLearning.com](https://www.gravitylearning.com)

We all understand that AI is important, but unless you're deep in the weeds with it, figuring out how to get the most out of it isn't obvious.

You're in for a treat. This hands-on session is filled with "ah-ha!" moments and is designed for people who want to feel confident that they're using today's most important tool in the best ways.

You'll learn how to work with AI in an ethical way to save TONS of time, sharpen your writing without writing for you, and give you the confidence that you're staying ahead of the curve. Plus, it's fun.

Participants Will

- ✔ Move from experimenting with AI to producing real, professional-quality results
- ✔ Cut hours, sharpen clarity, and speed up decision-making with AI assisted writing, analysis, and planning
- ✔ Gain an advantage by working with confidence while others are still figuring it out

What People Are Saying

★★★★★

Coral Richline

“Super useful info! I was kinda iffy just based on the name of the workshop, but it is SUPER useful for supervisors and managers and I'd highly recommend it to any other team leader in our company.”

★★★★★

Danielle Curan

“This workshop, as with the other workshops I have attended are super practical and I can use the skills immediately after the meeting.”

★★★★★

Barry Cooper-Lassiter

“Very good practical tools and David Leiberman was really knowledgeable with great perspective and insight!”



PRESENTING WITH PRESENCE

VIDEO PREVIEW



Presenting with Presence

Learn how science explains executive presence, and how to project confidence while you present, even when you're not feeling it inside.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Everyone wants to command the room with the confidence and authority of a polished executive—even polished executives themselves.

In Presenting with Presence, we explore the science behind leadership presence and teach participants how to calm their minds while developing a speaking style that embodies the key traits of leadership presence: confidence, poise, and authentic connection—all backed by cutting-edge research.

Participants Will

- ✓ Gain a deeper understanding of executive presence and how to channel it during presentations
- ✓ Build the ability to handle pressure effectively, projecting confidence even in difficult moments
- ✓ Earn more respect, esteem, and a personal brand that includes "great with groups"

What People Are Saying



Angie Bramley

“This is one of the best action-based training I've attended! Looking forward to more!”



Brett Garner

“I thought this was very helpful and the first class that I've had since joining the company. I hope to join future courses and it's great to see the company invest in its employees.”



Nick Brunstad

“Useful workshop where I learned techniques for effective communication. I am especially pleased that I learned about audience analysis and the effectiveness of starting my presentation with a problem.”



PROJECT MANAGEMENT FOR EVERYONE

VIDEO PREVIEW

Project Management for Everyone

Learn the high-level skills that professional project managers use to make projects a success.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Anyone can learn and apply practices professional project managers use to focus on goals, estimate time and cost, create a plan, and keep important stakeholders confidently in the loop.

If your role includes “making things happen,” we recommend moving this workshop to the top of your list.

Participants Will

- ✓ Goal focused projects that get leaders what they want
- ✓ Leaders and stakeholders who feel clear and confident
- ✓ The ability to gracefully pivot when priorities change

What People Are Saying

★★★★★

Brooke Freeburg

“The PM Triangle, Reporting with 3 Ps and how to respond to change requests are all super relevant to our industry and business model. I found this course to be incredibly informative, easy to follow and fun to experience.”

★★★★★

Karen Yee

“I liked what I learned about scope creep and how to respond appropriately for change requests.”

★★★★★

Kelly O'Rourke

“The Iron Triangle is going to be my new best friend. I am a people pleaser to the nth degree and it often gets me in trouble in the sense that I get overloaded.”



PSYCHOLOGY OF POWERPOINT

VIDEO PREVIEW



Psychology of Powerpoint

Learn and apply surprising research that will revolutionize the way that you approach slide design.



[View on
GravityLearning.com](https://www.gravitylearning.com)

We've all suffered through bullet-heavy, jam-packed, ugly presentations. Yet, we keep building them. Why?

In this captivating workshop we explore the psychology of presentation design. We examine research-based best practices around slide content, displaying data, and animation that helps with retention.

Participants Will

- ✓ Clear scientific rules to follow for building slides that help your audience understand information and recall it later
- ✓ Slides that have the “just right” feel—slides that don’t overload, while still containing right amount of information
- ✓ MUCH better-looking slides, even if you don’t have a graphic-design bone in your body

What People Are Saying

★★★★★

Asa Barth-Maroon

“I definitely think others at Neumora would benefit from this! It’s wonderful guidance.”

★★★★★

Karen Yee

“Very useful information that I will be able to use to improve my presentation skills. I highly recommend everyone who does some form of presenting take this course.”

★★★★★

Kamalika Roy

“Great workshop. Provided a solid foundation on building good Presentations and presenting ideas powerfully and succinctly.”



REAL-WORLD DESIGN THINKING

VIDEO PREVIEW



Real – World Design Thinking

Apply design thinking principles in a way that fits into 30-minute collaborative sessions.



[View on GravityLearning.com](https://www.gravitylearning.com)

The process of design thinking is responsible for many of our modern advancements and inventions. The challenge is that the full design thinking process takes a lot of time, and we don't often have space for a corporate offsite when innovation is needed.

In this workshop, we explore the most impactful elements of design thinking that teams can use every day to solve difficult problems and create innovative solutions.

Participants Will

- ✓ Uncover the root problems behind problems
- ✓ Create the habit of design thinking when faced with difficult challenges
- ✓ Unlock creativity when time is short

What People Are Saying

★★★★★

Monica Kennedy

“Great course. Great instruction. Enjoyed the examples given, practical, and adaptable approach. Also, loved the humor! Well done.”

★★★★★

Jen Tamayo

“Such great perspective and getting my brain thinking in a different way. Thank you for sharing such great tips, tricks and I LOVE the science behind everything.”

★★★★★

Bryan Bland

“I learned quite a lot in this class. I really enjoyed having the breakout sessions that allowed us to practice this with our colleagues.”



REAL-WORLD TIME MANAGEMENT VIDEO PREVIEW



Real – World Time Management

Leverage what the research says really works for the widest number of people in the workplace.



[View on
GravityLearning.com](https://www.gravitylearning.com)

Time management is one of the most valuable professional skills you'll ever learn. Good time management is not natural to human beings—but it can be adopted with a little practice.

We focus on the best “bang for the buck”, validated techniques that actually work. You'll take control of your schedule, reduce stress, clarify priorities, and get more done in less time.

Organized people will love this material. Less organized “busy-brain” people will LOVE the result.

Participants Will

- ✓ Turn your calendar into a useful time management tool
- ✓ Take back your life from email
- ✓ Turn to-do lists into done lists

What People Are Saying

★★★★★

Julie Birdsall

“Really great presentation that helps reframe the thought process around our daily habits.”

★★★★★

Paige Mistretta

“Great content and presenter. Some of the best recommendations. If my entire team followed these practices, we could get hours back each week.”

★★★★★

Simi Olusoga

“Really helpful workshop and while I almost didn't join due to feeling too busy/not having enough time (ironic!), I'm so glad that I did. I feel so much more in control of my time and will be taking a number of items on board going forward.”



STORYTELLING WITH DATA

VIDEO PREVIEW



Storytelling with Data

Turn numbers into stories that spark buy-in, using the science of how people make decisions.



[View on GravityLearning.com](https://www.gravitylearning.com)

Nobody finds a “data dump” very compelling, and some presentations are filled with ideas but light on proof.

The best presentations come from a point of view, follow a story structure, and use data strategically to get buy-in.

In this session, we delve into the science and “how-to” of data-driven storytelling. Anyone can learn to share compelling and engaging data in a way that leads to action.

Participants Will

- ✓ Gain the ability to get people to say yes to their ideas and proposals
- ✓ Build confidence in presenting ideas in a way that makes an impact
- ✓ Follow an easy framework for clear, concise, and compelling ideas

What People Are Saying

★★★★★

Ned Buskirk

“The simplicity is part of what’s powerful about Gravity Learning’s workshops. In our complex lives and complicated workplace contexts, do not underestimate the potency of a dialed curriculum that brings you back to the bare bones...”

★★★★★

Jeffery Criddell

“I believe that everyone using data should take this course. It was extremely helpful to learn a structured way to use data to decisions.”

★★★★★

Chris Tan

“I appreciate the reminders for how to communicate more effectively and connect better with decision makers. Win win for both our organization and individual careers.”



THE ART OF INFLUENCE

VIDEO PREVIEW



The Art of Influence

You can't just 'be' influential. You can apply behaviors that have been proven to influence. Learn them here.



[View on GravityLearning.com](https://www.gravitylearning.com)

Fascinating science shows us that employees think leadership wants almost the opposite of what they actually want.

In this workshop, we break the myth of the "dutiful employee" who relies on leaders to take initiative and solve problems.

The practice of managing up allows anyone to communicate with leaders the way they want to be communicated with, to set expectations, and to address issues with grace when they arise.

Participants Will

- ✓ Employees who know when and how to bring problems to leaders
- ✓ Employees who know how to bottom-line messages
- ✓ Leaders who are in the loop and not overwhelmed

What People Are Saying



Amy Yeager

“David did a great job and I think our leadership team found it very engaging and useful.”



Daniel Fischler

“Instructor was enthusiastic and content was 10/10 very beneficial. Will definitely use this information in the future starting immediately.”



Gina Robles

“This was one of those trainings that was meaningful and not just about all talk. Connections in the break out rooms were great!”



THE SCIENCE OF CLEAR AND IMPACTFUL WRITING

VIDEO PREVIEW



The Science of Clear and Impactful Writing

Learn and apply game-changing rules for writers of all levels. Seriously. Don't miss this workshop.



[View on
GravityLearning.com](https://www.gravitylearning.com)

If you've ever wondered, "Did they even read the email?" the answer is "No."

In this workshop, we explore the captivating world of structuring our communications and getting what we want.

This isn't a grammar or composition workshop. This is next-level information about making a strong impact and is appropriate for all skill levels.

Participants Will

- ✓ You'll write emails people will actually read
- ✓ You'll be able to confidently use frameworks to quickly write to important people
- ✓ Your messages will get action, especially from leaders

What People Are Saying

★★★★★

Byron Kong

"This workshop was excellent! I've already applied the 3 P's in my work and plan to use it in my daily work! I loved the class so much that I find it would be helpful to attend next month's Ai workshop."

★★★★★

Catherine Tran

"Already recommended to a colleague during the break. Will ask manager to have rest of my team take this workshop as well. Great content and good pace. David was knowledgeable and engaging."

★★★★★

Ana Vazquez

"Really enjoyed this workshop. I hope to use BLUF in my communications moving forward."



THE SCIENCE OF STORYTELLING

A PRACTICAL PROCESS FOR INFLUENCE AND INSPIRATION

VIDEO PREVIEW



The Science of Storytelling

Telling stories in a professional setting is easier than we think. It's built into us all as human beings and you don't need to be a natural storyteller.



[View on GravityLearning.com](https://www.gravitylearning.com)

You don't have to be a good storyteller to tell good stories. With this simple framework, anyone can do it like a pro—and the pros can do it even better.

Storytelling isn't as complicated as we think. The structure of stories is built into us as human beings and once we understand it, unlocking the power of stories is easy.

In a short time, we turn anyone into a good storyteller. You'll use this step-by-step method to craft stories that engage and influence your audience. Who knew it was so easy?

Participants Will

- ✓ Use stories to prove a point or create action, even if you're not a good storyteller
- ✓ Use the age-old structure of stories right away without thinking too much
- ✓ Include 3 elements in stories to make them engaging

What People Are Saying

★★★★★

Tim Mahoney

“Very useful class, with helpful and effective steps broken down to digestible format.”

★★★★★

Laura Leung

“Helpful for problem solving, clear communication, making advocacies.”

★★★★★

Mij Sevrov

“So much practical information! Well presented. Engaging content, prompting participation in the exercises”