TRADEMARK ASSIGNMENT COVER SHEET

Electronic Version v1.1
Stylesheet Version v1.2

ETAS ID: TM414559

SUBMISSION TYPE:	NEW ASSIGNMENT
NATURE OF CONVEYANCE:	RELEASE OF SECURITY INTEREST
SEQUENCE:	7

CONVEYING PARTY DATA

Name	Formerly	Execution Date	Entity Type
ANTARES CAPITAL LP		01/31/2017	Corporation: DELAWARE

RECEIVING PARTY DATA

Name:	VitalSmarts, LC
Street Address:	282 River Bend Lane, Ste. 100
City:	Provo
State/Country:	UTAH
Postal Code:	84604
Entity Type:	Limited Liability Company: UTAH

PROPERTY NUMBERS Total: 17

Property Type	Number	Word Mark
Registration Number:	4234440	CHANGE ANYTHING
Registration Number:	4442476	CRUCIAL ACCOUNTABILITY
Registration Number:	3992367	CRUCIAL CONFRONTATIONS
Registration Number:	3629659	CRUCIAL CONFRONTATIONS
Registration Number:	4207142	CRUCIAL CONVERSATIONS
Registration Number:	3894043	CRUCIAL CONVERSATIONS
Registration Number:	2707306	CRUCIAL CONVERSATIONS
Registration Number:	3583304	CRUCIAL SKILLS
Registration Number:	4078817	INFLUENCER TRAINING
Registration Number:	4494405	INFLUENCER TRAINING
Registration Number:	3219386	
Registration Number:	3307103	VITALSMARTS
Registration Number:	4502532	VITALSMARTS
Registration Number:	4568642	CULTURAL OPERATING SYSTEM
Registration Number:	4568643	STORY COLLECTOR
Serial Number:	86303054	SIX SOURCES OF INFLUENCE
Serial Number:	85818493	SIX SOURCES

OP $440.00 4234440

CORRESPONDENCE DATA

Fax Number: 7147558290

Correspondence will be sent to the e-mail address first; if that is unsuccessful, it will be sent using a fax number, if provided; if that is unsuccessful, it will be sent via US Mail.

Phone: 714-540-1235

Email: ipdocket@lw.com

Correspondent Name: Latham & Watkins LLP

Address Line 1: 650 Town Center Drive, Suite 2000

Address Line 4: Costa Mesa, CALIFORNIA 92626

ATTORNEY DOCKET NUMBER:	057354-0005
NAME OF SUBMITTER:	Anna T Kwan
SIGNATURE:	/atk/
DATE SIGNED:	02/01/2017

Total Attachments: 34

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RELEASE OF INTELLECTUAL PROPERTY SECURITY AGREEMENT

This **RELEASE OF INTELLECTUAL PROPERTY SECURITY AGREEMENT** (this "Release") is dated as of January 31, 2017 by Antares Capital LP, a Delaware limited partnership ("Antares"), acting in its capacity as the successor collateral agent to General Electric Capital Corporation ("GECC") (in such capacity, the "Collateral Agent"), in favor of TwentyEighty, Inc. (f/k/a Miller Heiman, Inc.), a Delaware corporation, AchieveGlobal, Inc., AchieveGlobal, Inc., a Florida corporation, TwentyEighty Strategy Execution, Inc. (f/k/a ESI International, Incorporated), a Virginia corporation, Huthwaite, Inc., a Delaware corporation, Omega Performance Corporation, a California corporation, AchieveForum, Inc. (f/k/a The Forum Corporation of North America), a Delaware corporation, VitalSmarts, LC, a Utah limited liability company and IPS Learning, LLC, a Delaware limited liability company, each as a "Grantor" and collectively, the "Grantors". All capitalized terms used but not otherwise defined herein have the meanings given to them in the Security Agreement (as defined below).

WHEREAS, the Grantors, Borrower, and GECC entered into that certain Pledge and Security Agreement, dated as of November 20, 2012, supplemented on September 30, 2013, February 5, 2014, and July 31, 2014, (the "Security Agreements"), pursuant to which Grantors executed and delivered to the GECC that certain Trademark and Copyright Security Agreements, dated as of November 20, 2012 (the "Initial Security Agreement"), and Grantors and the GECC entered into additional Security Agreements dated September 30, 2013, February 5, 2014, and July 31, 2014 respectively (collectively, the "Subsequent Security Agreements" and together with the Initial Security Agreement, the "Security Agreements"), for recordation with the United States Patent and Trademark Office and the United States Copyright Office as set forth on Exhibit A;

WHEREAS, pursuant to the terms and conditions of the Security Agreements, the Grantors granted to the GECC, on behalf of and for the ratable benefit of the Secured Parties, a security interest (the "Security Interest") in all of the Grantors' respective right, title and interest in, to and under the Intellectual Property Collateral (as defined below);

WHEREAS, pursuant to certain assignment arrangements, including that certain Assignment of Intellectual Property Security Agreement dated as of August 21, 2015 between GECC and Antares, GECC was replaced by Antares as Collateral Agent and consequently Antares acquired all of the Collateral Agent's right, title and interest in the Intellectual Property Collateral;

WHEREAS, the Assignment of Intellectual Property Security Agreement was recorded with the United States Patent and Trademark Office on September 4, 2015 at Reel/Frame 5626/0001, and filed with the United States Copyright Office, in favor of Antares; and

WHEREAS, the Collateral Agent now desires to terminate and release the entirety of its security interest in the Intellectual Property Collateral.

NOW, THEREFORE, for and in consideration of the foregoing, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Collateral Agent hereby agrees as follows:

The term "Intellectual Property Collateral," as used herein, shall mean all United States, and foreign trademarks, trade names, trade dress, corporate names, company names, business names, fictitious business names, Internet domain names, services marks, certification marks, collective marks, logos, other source or business identifiers, designs and general intangibles of a like nature, whether or not registered, and with respect to any and all of the forgoing; (i) all registrations and applications therefor including without limitation, the registrations and applications listed or required to be listed in Schedule I

attached hereto, (ii) all extensions or renewals of any of the foregoing, (iii) all of the goodwill of the business connected with the use of and symbolized by any of the foregoing, and (iv) all Copyrights, including, without limitation, the United States Copyrights and Copyright applications listed on Schedule II attached hereto (collectively, the "Intellectual Property Collateral").

The Collateral Agent, on behalf of the Secured Parties, hereby terminates, releases and forever discharges the Security Interest in the Intellectual Property Collateral, without recourse, representation, warranty or other assurance of any kind, and retransfers and reassigns to the Grantors any right, title or interest of the Collateral Agent in, to or under the Intellectual Property Collateral.

[Signature Page to Follow]

IN WITNESS WHEREOF, the undersigned has caused this Release to be executed by its duly authorized signatory effective as of the date first above written.

ANTARES CAPITAL LP

By: _____

Name: Ellen D. Weaver
Title: Duly Authorized Signatory

[Signature Page to Release of Intellectual Property Security Agreement]

EXHIBIT A

Trademark Security Agreement, dated November 20, 2012 by TwentyEighty, Inc. (f/k/a Miller Heiman, Inc.) recorded with the United States Patent and Trademark Office on November 20, 2012 at Reel 4904, Frame 0385.

Copyright Security Agreement, dated November 20, 2012 by TwentyEighty, Inc. (f/k/a Miller Heiman, Inc.) sent for recording with the United States Copyright Office.

Trademark Security Agreement, dated September 30, 2013, by AchieveGlobal, Inc. recorded with the United States Paten t and Trademark Office on October 1, 2013 at Reel 5121, Frame 0070.

Trademark Security Agreement, dated September 30, 2013, by TwentyEighty Strategy Execution, Inc. (f/k/a ESI International, Incorporated) recorded with the United States Patent and Trademark Office on October 1, 2013 at Reel 5121, Frame 0060.

Trademark Security Agreement, dated September 30, 2013, by Huthwaite, Inc. recorded with the United States Patent and Trademark Office on October 1, 2013 at Reel 5121, Frame 0096.

Trademark Security Agreement, dated September 30, 2013, by Omega Performance Corporation recorded with the United States Patent and Trademark Office on October 1, 2013 at Reel 5121, Frame 0104.

Trademark Security Agreement, dated September 30, 2013, by The Forum Corporation of North America recorded with the United States Patent and Trademark Office on October 1 , 2013 at Reel 5121, Frame 0111.

Trademark Security Agreement, dated September 30, 2013, by the TwentyEighty, Inc. (f/k/a Miller Heiman, Inc.) recorded with the United States Patent and Trademark Office on October 1, 2013 at Reel 5121, Frame 0140.

Copyright Security Agreement, dated September 30, 2013, by AchieveGlobal, Inc., sent for recording with the United States Copyright Office.

Copyright Security Agreement, dated September 30, 2013, by TwentyEighty Strategy Execution, Inc. (f/k/a ESI International, Incorporated), sent for recording with the United States Copyright Office.

Copyright Security Agreement, dated September 30, 2013, by Huthwaite, Inc., sent for recording with the United States Copyright Office.

Copyright Security Agreement, dated September 30, 2013, by The Forum Corporation of North America, sent for recording with the United States Copyright Office.

Copyright Security Agreement, dated September 30, 2013, by Omega Performance Corporation, sent for recording with the United States Copyright Office.

Trademark Security Agreement, dated July 31, 2014, by VitalSmarts, LC recorded with the United States Patent and Trademark Office on July 31, 2014 at Reel 5334, Frame 0497.

Trademark Security Agreement, dated July 31, 2014, by IPS Learning, LLC recorded with the United States Patent and Trademark Office on July 31, 2014 at Reel 5334, Frame 0764.

Copyright Security Agreement, dated July 31, 2014, by VitalSmarts, LC, sent for recording with the United States Copyright Office.

Trademark Security Agreement, dated February 5, 2014, by IPS Learning, LLC recorded with the United States Patent and Trademark Office on June 20,2014 at Reel 5306, Frame 0418.

Copyright Security Agreement, dated February 5, 2014, by IPS Learning, LLC, sent for recording with the United States Copyright Office.

Schedule I - Trademarks

Owned by TwentyEighty, Inc. (f/k/a Miller Heiman, Inc.)

No.	Trademark	App. No.	Reg. No.
1.	CONCEPTUAL SELLING	73501696	1346842
2.	STRATEGIC SELLING	73501688	1346841
3.	LAMP	73813591	1594615
4.	FUNNEL SCORECARD	78824044	3378594
5.	LARGE ACCOUNT MANAGEMENT PROCESS	78824040	3598528
6.	MILLER HEIMAN SALES SYSTEM	78801055	3617607
7.	MILLER HEIMAN	77920789	3859632
8.	MILLER HEIMAN CERTIFIED PROFESSIONAL	78980494	3510194
9.	CHANNELPRO	77078971	3566405
10.	CHANNELPRO	77081476	3566407
11.	MILLER HEIMAN GATEWAY	85935115	4507973
12.	SALES ACCESS MANAGER	85935118	4774998

Owned by AchieveGlobal, Inc.

No.	Trademark	App. No.	Reg. No.
1.	LEARN. PERFORM. GROW[1]	77125604	3380478
2.	ACHIEVEGLOBAL	78455212	3011066
3.	ACHIEVEGLOBAL	75373932	2261584
4.	ACHIEVENET[2]	76263990	2699527
5.	ACHIEVING EXTRAORDINARY CUSTOMER RELATIONS	76539766	3169101
6.	ACHIEVING RESULTS THROUGH GENUINE LEADERSHIP	78253478	2958132
7.	BRIDGING STRATEGY TO OUTCOMES	78258450	2988056
8.	CARING FOR CUSTOMERS[3]	76389282	2712260
9.	COMMUNICATING FOR IMPROVED PERFORMANCE [4]	74173016	1701237
10.	CREATING STELLAR CUSTOMER RELATIONS	76389285	2889679
11.	DAZZLING YOUR CUSTOMERS[5]	76389222	2778502
12.	Design Only	75373900	2265613
13.	Design Only	75373901	2261582
14.	Design Only	75373922	2265614
15.	Design Only	75373923	2256064
16.	EXECUTIVE PRESENTATION SKILLS[6]	74173665	1712851
17.	FRONTLINE LEADERSHIP[7]	74109782	1665713
18.	FRONTLINE LEADERSHIP[8]	74109781	1664817
19.	GENUINE LEADERSHIP	78253479	2973343

[1] Cancelled
[2] Cancelled
[3] Cancelled
[4] Cancelled
[5] Cancelled
[6] Cancelled
[7] Cancelled
[8] Cancelled

No.	Trademark	App. No.	Reg. No.
20.	GUIDING CUSTOMER CONVERSATIONS	76389283	2774037
21.	HEALING CUSTOMER RELATIONSHIPS	76389284	2872219
22.	KASET[9]	74604827	1931657
23.	KASET[10]	74604847	1935494
24.	KASET[11]	74063694	1690554
25.	KASET INTERNATIONAL[12]	74063695	1678858
26.	LEADERSHIP FOR RESULTS[13]	78019000	2839135
27.	LEADERSHIP FOR RESULTS	78018996	2867655
28.	LEARNING TO LEAD[14]	76283892	2891553
29.	MAXIMIZING TRAINING RESULTS	78880671	3215698
30.	OWNING THE CUSTOMER EXPERIENCE	85321800	4188937
31.	PRINCIPLES AND QUALITIES OF GENUINE LEADERSHIP	78253462	3034164
32.	PROFESSIONAL PROSPECTING SKILLS	78760412	3131489
33.	PROFESSIONAL SALES NEGOTIATIONS	77307753	3411205
34.	PROFESSIONAL SELLING SKILLS	78288128	2860396
35.	PROFESSIONAL SELLING SKILLS	76400423	2783743
36.	QUEST[15]	74109780	1860685
37.	QUEST Q[16]	74109779	1859485
38.	SALESEDGE[17]	76533737	2888612
39.	SELLING AGAINST THE COMPETITION[18]	76400420	2754586
40.	SERVING A WORLD OF CUSTOMERS	76389286	2822186
41.	SOCRATIC SELLING SKILLS	73797919	1616116
42.	STELLAR SERVICE	76389224	2944345
43.	STRATEGIC PROCESS MANAGEMENT[19]	74475283	1867866
44.	TEAMING UP FOR SEAMLESS SERVICE	76389387	2896152
45.	ZENGER MILLER[20]	74118149	1665727
46.	COMMUNISPOND	73466797	1313394
47.	COMMUNISPOND	73410161	1293358
48.	[21]	78236761	2823432
49.	[22]	78236751	2877317
50.	[23]	78236769	2877319
51.	[24]	78236773	2874559

[9] No renewal filed in 2015; will cancel in due course
[10] No renewal filed in 2015; will cancel in due course
[11] Cancelled
[12] Cancelled
[13] Cancelled
[14] Cancelled
[15] No renewal filed in 2014; will cancel in due course
[16] No renewal filed in 2014; will cancel in due course
[17] Cancelled
[18] Cancelled
[19] No renewal filed in 2014; will cancel in due course
[20] Cancelled
[21] Cancelled
[22] Cancelled
[23] Cancelled
[24] Cancelled

Owned by TwentyEighty Strategy Execution, Inc. (f/k/a ESI International, Incorporated)

No.	Trademark	App. No.	Reg. No.
1.	BAAPPRAISE	78477065	3020363
2.	BAAPPRAISE A KNOWLEDGE APPRAISAL	78477126	3037809
3.	ESI INTERNATIONAL	75109233	2186364
4.	ESI INTERNATIONAL BUILDING TALENT, DRIVING RESULTS[25]	78558562	3050781
5.	ESI'S REAL-TIME SOURCE	77762398	3843746
6.	MYESI	77079573	3296796
7.	PMAPPRAISE	77201029	3380907
8.	PMAPPRAISE: A KNOWLEDGE AND SKILLS ASSESSMENT	75505478	2356080
9.	PROJECTFOCUS	76000911	2490301
10.	PROJECTFOCUS: A PROJECT MANAGEMENT METHODOLOGY	75505477	2494647
11.	PROJECTFRAMEWORK	75798010	2429496
12.	PROJECTFRAMEWORK A PROJECT MANAGEMENT MATURITY MODEL	75548113	2432071
13.	RAM	76209308	2626892
14.	LEARN FAST. GET RESULTS.	85518856	4419199
15.	SKILLSHARKS	85518853	4419197
16.	SKILLSHARKS	85518854	4419198
17.	SKILLSHARKS LEARN FAST. GET RESULTS	85518857	4419200
18.	UGLY PROJECTS	85702815	4538600

Owned by Huthwaite, Inc.

No.	Trademark	App. No.	Reg. No.
1.	HUTHWAITE	78896298	3370713
2.	HUTHWAITE	78239392	2823458
3.	CREATING CLIENT VALUE[26]	76169154	2791918
4.	BECAUSE CHANGE IS NOT AN OPTION[27]	78896302	3518413
5.	CREATING CLIENT VALUE[28]	76169155	2891517
6.	BECAUSE CHANGE IS NOT AN OPTION[29]		3396590
7.	DECISION IMPLEMENTATION CHANGES OVER TIME RECOGNITION OF NEEDS EVALUATION OF OPTIONS RESOLUTION OF CONCERNS	78320001	2916310
8.	Design Only	78316857	2893557
9.	Design Only	78316847	2903416

[25] Cancelled
[26] Cancelled
[27] Cancelled
[28] Cancelled
[29] Cancelled

No.	Trademark	App. No.	Reg. No.
10.	SPIN SELLING	75804310	2413866
11.	DECISION IMPLEMENTATION CHANGES OVER TIME RECOGNITION OF NEEDS EVALUATION OF OPTIONS RESOLUTION OF CONCERNS	74025556	1671090
12.	SPA[30]	73825241	1653027
13.	HUTHWAITE	73641379	1482299
14.	SPIN	73641371	1481558
15.	MAKING MAJOR SALES	73825194	1629661

Owned by Omega Performance Corporation

No.	Trademark	App. No.	Reg. Date
1.	FIFTEEN MINUTES OF PREDICTABILITY	75571931	2289054
2.	OMEGA FUSION[31]	78656792	

Owned by AchieveForum, Inc. (f/k/a The Forum Corporation of North America)

No.	Trademark	App. No.	Reg. Date
1.	ACHIEVING SERVICE EXCELLENCE	75051316	2060786
2.	BRANDED CUSTOMER EXPERIENCE	75347291	2220231
3.	COACHING FOR SERVICE EXCELLENCE[32]	74646612	1978010
4.	COLLABORATION SKILLS: CREATING VALUE THROUGH PEOPLE	75220306	2121690
5.	CONSULTATIVE SKILLS: FOR CUSTOMER-DRIVEN SALES CONVERSATIONS	75926939	2425242
6.	CONSULTATIVE SKILLS: FOR CUSTOMER-DRIVEN SALES CONVERSATIONS	75926955	2436899
7.	FORUM	75535817	2307224
8.	FORUM	75229847	2149057
9.	P.R.O.G.R.E.S.S.[33]	74346349	1855375
10.	RESNET	75555789	2305836
11.	SALES THROUGH SERVICE	75346830	2195693
12.	STRATEGIC PROSPECTING	75481535	2386616
13.	TEAMS AND BEYOND	75046987	2060081
14.	THE EXCEPTIONAL MANAGER[34]	73840078	1618053
15.	SALES NEGOTIATIONS	73840075	1625941
16.	ACHIEVING SERVICE EXCELLENCE	78591973	3150614
17.	CONDUCTING CONVERSATIONS AT THE SENIOR LEVEL	78591974	3108311
18.	DEVELOPING CONVERSATION STRATEGIES FOR SENIOR-LEVEL CUSTOMERS	78591975	3108312
19.	PLANNING FOR KEY ACCOUNTS	78591977	3108313
20.	PLANNING FOR PREMIER ACCOUNTS	78591978	3113263
21.	SALES SKILLS ASSESSMENT	78591972	3156525
22.	SPEED TO MASTERY	85359730	4155656
23.	STRATEGY. ACCELERATED.	77882921	3862016
24.	THE FORUM CORPORATION	76467330	2833828

[30] Cancelled
[31] Abandoned
[32] Cancelled
[33] Cancelled
[34] Cancelled

Owned by VitalSmarts, LC

No.	Trademark	App. No.	Reg. Date
1.	CHANGE ANYTHING	85062166	4234440
2.	CRUCIAL ACCOUNTABILITY	85754807	4442476
3.	CRUCIAL CONFRONTATIONS	85070814	3992367
4.	CRUCIAL CONFRONTATIONS[35]	77437815	3629659
5.	CRUCIAL CONVERSATIONS	85326654	4207142
6.	CRUCIAL CONVERSATIONS	85070742	3894043
7.	CRUCIAL CONVERSATIONS	78145723	2707306
8.	CRUCIAL SKILLS	77533833	3583304
9.	INFLUENCER TRAINING	85022389	4078817
10.	INFLUENCER TRAINING	86007161	4494405
11.	Design Only	78504859	3219386
12.	VITALSMARTS	78910213	3307103
13.	VITALSMARTS VitalSmarts	85735703	4502532
14.	CULTURAL OPERATING SYSTEM	85434717	4568642
15.	STORY COLLECTOR	85434723	4568643
16.	SIX SOURCES OF INFLUENCE	86303054	
17.	SIX SOURCES	85818493	

Owned by IPS Learning, LLC

No.	Trademark	App. No.	Reg. Date
1.	IPS LEARNING	85626337	4291484
2.	IPS LEARNING IPS LEARNING	85626354	4291486
3.	IPS	75708462	2338484
4.	FASTPLAN	76168507	2608963

[35] Cancelled

Schedule I - Copyrights

Owned by TwentyEighty, Inc. (f/k/a Miller Heiman, Inc.)

No.	Title	Reg. No.	Reg. Date
1.	Strategic selling (instructor)	TX0001460058	10/12/1984
2.	Conceptual selling I : pre-institute questions and worksheets	TX0001470796	10/19/1984
3.	Conceptual selling. By Robert B. Miller & Stephen E. Heiman.	TX0003061552[36]	3/11/1991
4.	Strategic selling / Robert B. Miller and Stephen E. Heiman ; with Tad Tuleja.	VA0000181427	2/5/1985
5.	Strategic selling : the unique sales system proven successful by America's best companies / Robert B. Miller and Stephen E. Heiman ; with Tad Tule	TX0001521460	2/5/1985
6.	Conceptual Selling : the revolutionary system for face-to-face selling used by America's best companies / Robert B. Miller and Stephen E. Heiman with Tad Tuleja.	TX0002004192	1/28/1987
7.	Conceptual Selling. By Robert B. Miller & Stephen E. Heiman	TX0002172681	6/1/1987
8.	Gnilles.	TX0003146517	9/9/1991
9.	Successful large account management / Robert B. Miller and Stephen E. Heiman with Tad Tuleja.	TX0003119886	8/1/1991
10.	Strategic selling : key elements series.	SR0000194334	6/13/1994
11.	Strategic selling : advanced series : vol. 1, Getting to the economic buying influence / Diane Sanchez & Stephen E. Heiman.	SR0000199508	9/26/1994
12.	Conceptual selling : instructor.	TXu000744773	3/11/1996
13.	Large account management process : instructor.	TXu000744774	3/11/1996
14.	Strategic selling : instructor.	TXu000744775	3/11/1996
15.	Selling machine : how to focus every member of your company on the vital business of selling / Diane Sanchez, Stephen E. Heiman, and Tad Tuleja.	TX0004814477	6/17/1998
16.	The new strategic selling / Stephen E. Heiman, Diane Sanchez	TX0004845597	9/8/1998
17.	New conceptual selling : the most effective and proven method for face-to-face sales planning / Stephen E. Heiman and Diane Sanchez with Tad Tuleja.	TX0005080516	10/26/1999
18.	New strategic selling.	TX0006269851	11/28/2005
19.	New, successful large-account management.	TX0006267960	11/28/2005
20.	New conceptual selling.	TX0006287799	11/28/2005
21.	Executive Impact.	TX0006812044	10/22/2007
22.	Negotiate Success Leader Training Institute Pre-Institute Questions.	TX0006823689	1/14/2008
23.	Advanced Concepts for Strategic Selling.	PA0001728950	4/6/2011
24.	Strategic selling / by Robert B. Miller, Stephen E. Heiman	TX0006188030	6/3/2005
25.	Conceptual Selling / by Robert Bruce Miller, Stephen E. Heiman	TX0006332224	6/30/2005
26.	Successful large account management / by Robert B. Miller, Tad Tuleja, Stephen E. Heiman.	TX0006188029	6/3/2005
27.	Seven keys to managing strategic accounts / Sallie Sherman, Joseph Sperry, Sam Reese.	TX0006019598	8/24/2004
28.	Strategic selling. By Robert B. Miller & Stephen E. Heiman	TX0003061551	3/11/1991

[36] Duplicated in the schedule from the assignment from GECC to Antares

Owned by AchieveGlobal, Inc.

No.	Title	Reg. No.	Reg. Date
29.		PA0000933582	
30.	Professional Selling Skills train-the-trainer : prework and activities book.	TX0006229083	2/23/2005
31.	Selling against the competition : leader's guide.	TX0005239999	5/22/2000
32.	Account development strategies : expert selling : Aetna US Healthcare.	TX0005010654	8/17/1999
33.	Account review meetings : frontier communications.	TX0005129126	1/31/2000
34.	Achieving extraordinary customer relations : skills and strategies for Procter & Gamble, CFS : facilitator guide.	TX0005237518	6/16/2000
35.	Achieving quality relations : skills and strategies	TX0004980815	6/30/1999
36.	Achieving Results Through Genuine Leadership : Leading Virtually: A Framework for Results.	PA0001812235	3/13/2012
37.	Achieving Results Through Genuine Leadership : phase 1.0.	TX0006113734	1/28/2005
38.	Achieving results through genuine leadership : phase 2.0.	TX0006114020	2/17/2005
39.	Achieving Results Through Genuine Leadership : phase 2.1.	TX0006103944	1/24/2005
40.	Achieving Results Through Genuine Leadership: Generations in the Workplace: Leveraging Age Diversity.	PA0001808602	3/14/2012
41.	Achieving Results Through Genuine Leadership: Generations in the Workplace:Leveraging Age Diversity.	TX0007516566	3/14/2012
42.	Achieving Results Through Genuine Leadership: Giving Needs-Based Feedback.	PA0001810307	3/6/2012
43.	Achieving Results Through Genuine Leadership: Giving Needs-Based Feedback.	TX0007520268	3/5/2012
44.	Achieving Results Through Genuine Leadership: Leading Virtually: A Framework for Results.	TX0007507363	3/13/2012
45.	Achieving Results Through Genuine Leadership: Offering REwards and Recognition.	PA0001810299	3/6/2012
46.	Achieving Results Through Genuine Leadership: Offering Rewards and Recognition.	TX0007591062	3/5/2012
47.	Achieving Results Through Genuine Leadership: Realizing Talent in Others.	PA0001808266	2/29/2012
48.	Achieving Results Through Genuine Leadership: Realizing Talent in Others.	TX0007540478	2/29/2012
49.	Achieving Results Through Genuine Leadership: Shaping a Motivational Workplace.	PA0001806374	3/5/2012
50.	Achieving Results Through Genuine Leadership: Shaping a Motivational Workplace.	TX0007505559	3/5/2012
51.	Achieving Stellar Service Experience : Coaching for Stellar Service : Developing others for stellar service : Giving constructive feedback for stellar service : Reaching for stellar service (coach's version : Recognizing others for stellar service : instr	TX0006111341	2/18/2005
52.	Achieving Stellar Service Experience : Leading for Stellar Service.	TX0006140224	3/8/2005
53.	Achieving Stellar Service Experience : Meeting the Challenge of Stellar Service : instructor guides, participant workbooks, listening barrier cards, cards.	TX0006086729	2/8/2005
54.	Achieving Stellar Service Experiences Expanding Customer Relationships (facilitator guide, participant workbook)	TX0006581952	5/21/2007
55.	Achieving Superior Sales Performan Professional Prospecting Skills.	TX0006446620	10/17/2006
56.	Achieving Superior Sales Performance Professional Sales Coaching.	TX0006463303	11/20/2006
57.	Achieving Superior Sales Performance Professional Selling Skills Development Pack.	TX0006500480	10/17/2006
58.	Achieving Superior Sales Performance Professional Selling Skills online : facilitator guide, participant workbook, "review answer card" activity cards, "review question card" activity cards	TX0006451231	10/20/2006
59.	Achieving Superior Sales Performance Selling in a Competitive World : facilitator guide, participant workbook, resource guide, role play guide "customer needs" skill guide card, call planner, "showstopper card" activity cards, "matching game" activity car	TX0006448651	11/6/2006
60.	Achieving Superior Sales Performance: Professional Skills for Inside Selling.	PA0001809692	3/27/2012
61.	Achieving Superior Sales Performance: Professional Skills for Inside Selling.	TX0007516565	3/14/2012
62.	Action steps for providing quality feedback as a monitor.	TX0005085602	9/17/1999
63.	Activating Change -- vILT.	PA0001800667	7/27/2012
64.	Activating Change : Individual Contributor Version.	PA0001817195	7/20/2012
65.	Activating Change: Individual Contributor Version -- Virtual Activities Guide.	TX0007564232	7/20/2012
66.	Activating Change: Manager Version -- Virtual Activities Guide.	TX0007569017	7/16/2012
67.	Addressing Emotions at Work -- vILT.	PA0001819364	7/19/2012
68.	Addressing Emotions at Work --Virtual Activities Guide.	TX0007574921	7/16/2012
69.	Adult Learning Techniques 2003 (participant workbook, facilitator guide, behavior code)	TX0006162145	2/17/2005
70.	Advanced inside selling.	TX0005089386	9/17/1999

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71.	Basic principles for a collaborative workplace : facilitator guide.	TX0006098726	2/17/2005
72.	Benefits-based product knowledge workshop.	TX0005201469	5/22/2000
73.	Boot camp.	TX0004223101	6/21/1999
74.	Bringing added value.	TX0004223106	6/21/1999
75.	Building Team Pride and Purpose -- vILT.	PA0001828818	7/19/2012
76.	Building Team Pride and Purpose -- Virtual Activities Guide.	TX0007564174	7/16/2012
77.	Building Trust Under Pressure: The Basic Principles -- vILT.	PA0001800668	7/24/2012
78.	Building Trust Under Pressure: The Basic Principles -- Virtual Activities Guide.	TX0007569004	7/16/2012
79.	Building Trust Under Pressure: The Basic Principles--Facilitator Guide.	TX0007402146	8/1/2011
80.	Caring for Customers: vILT Materials.	PA0001819468	8/30/2012
81.	Caring for Customers: Virtual Activities Guide.	TX0007588825	8/23/2012
82.	CCD selling skills.	TX0005236726	6/21/2000
83.	Certificate of accomplishment : field customer relations training : critical skills II.	TX0005228284	5/22/2000
84.	Challenge of leadership in a recruiting environment	TX0005129634	2/1/2000
85.	Challenge of leadership in recruiting environment.	PAu002497793	2/1/2000
86.	Clarifying Performance Expectations: Virtual Activities Guide.	TX0007588828	8/23/2012
87.	Clarifying Performance Expectations:vILT Materials.	PA0001822923	8/29/2012
88.	Conducting Performance Reviews.	PA0001808016	8/27/2012
89.	Conducting Performance Reviews: vILT Materials.	PA0001809057	8/27/2012
90.	Conducting Performance Reviews: Virtual Activities Guide.	TX0007586133	8/20/2012
91.	Correcting Performance Problems: vILT Materials.	PA0001807953	8/27/2012
92.	Correcting Performance Problems: Virtual Activities Guide.	TX0007579128	8/9/2012
93.	CPC coordinator information tool kit.	TX0005012267	8/17/1999
94.	Creating Stellar Customer Relationships : pt. 1 : facilitator guide.	TX0006098727	2/18/2005
95.	Customer partnership skills.	TX0005220334	5/22/2000
96.	Delighting the customer for the Hartford Claim Business Group : facilitator guide.	TX0005288415	7/13/2000
97.	Delighting the customer for the Hartford, Claims Operations.	TX0005288414	7/13/2000
98.	District managers of marketing : executive overviews ADS, ESS, PSS, and PSC : field customer relations training.	TX0005056555	9/17/1999
99.	Earning trust and loyalty in patient relations	TX0005023555	12/18/1998
100.	Empowerment : understanding and planning the process : facilitator guide	TX0004980855	12/18/1998
101.	Everyone a leader : a grassroots model for the new workplace / Horst Bergmann, Kathleen Hurson, Darlene Russ-Eft.	TX0005013249	7/16/1999
102.	Exceptional influencing skills : prework.	TX0005089405	8/25/1999
103.	Fast track : training and development program.	TX0005001084	6/21/1999
104.	Focus of service.	TX0004957087	12/22/1998
105.	Fujitsu professional coaching skills.	TX0004223105	6/21/1999
106.	Fujitsu professional selling skills.	TX0004221316	6/21/1999
107.	Growing market share : Amtrak.	TX0004839618	6/22/1999
108.	Inbound : Quality service skills.	TX0005129472	2/1/2000
109.	Leadership : the power of complete, phase II.	TX0005010844	8/17/1999
110.	Leadership certification seminar.	TX0006088050	12/20/2004
111.	Leadership for Results (instructor guide, participant workbooks, training review and reinforcement for modules in group 2), and other selections.	TX0006127559	2/17/2005
112.	Leadership for Results : instructor guide, participant workbooks, training review, and reinforcement for modules in group 5.	TX0006194516	2/17/2005
113.	Leadership For Results.	TX0006118836	2/17/2005
114.	Leading from a distance.	TX0005252842	7/11/2000
115.	Leading Innovation: From Concept to Customer Value--Facilitator Kit.	TX0007351971	3/16/2011
116.	Learning to Lead (instructor guide, participan workbooks, training review and reinforcement for all modules)	TX0006103972	2/14/2005
117.	Leveraging strategic selling.	TX0005288418	8/9/2000
118.	Management development series : manager as strategist.	TX0005211449	6/21/2000

No.	Title	Reg. No.	Reg. Date
119.	Manager as coach.	TX0005237517	6/16/2000
120.	Manager as cross-functional leader : leader's guide.	TX0005237516	6/16/2000
121.	Need satisfaction selling plus.	TX0005129127	1/31/2000
122.	Planning for Performance Discussions -- vILT.	PA0001800672	7/24/2012
123.	Planning for Performance Discussions -- Virtual Activities Guide.	TX0007575322	7/31/2012
124.	Powertel quality service skills.	PA0000996467	2/1/1999
125.	Product action series : no. 1, How to sell expedited & package services.	TX0005160195	2/29/2000
126.	Professional sales coaching : facilitator guide, participant program book : resource guide, interpretation guidelines.	TX0006111406	2/22/2005
127.	Professional sales presentation leader's guide.	TX0006118835	2/22/2005
128.	Professional sales presentation participant kit and prework.	TX0006150295	2/22/2005
129.	Professional Sales Presentations.	TX0007549856	6/5/2012
130.	Professional selling 2000 : Wackenhut.	TX0004839617	6/22/1999
131.	Professional selling skills applications.	TX0006126974	2/18/2005
132.	Professional selling skills for retail sales.	TX0005296213	9/5/2000
133.	Professional selling skills upgrade.	TX0005201470	5/22/2000
134.	Professional teleselling skills : UC Lending.	TX0004223087	6/21/1999
135.	Professional teleselling tool kit.	TX0005211454	6/21/2000
136.	Profiles in Genuine Leadership.	PA0001800434	11/10/2011
137.	Profiles in Genuine Leadership.	TX0007451256	11/15/2011
138.	Proposal writing process.	TX0005085606	11/17/1999
139.	PURE : selling workshop.	TX0005085605	9/17/1999
140.	Quality service skills : prework.	TX0005056557	8/25/1999
141.	Quest Achievenet.	TX0006110577	2/18/2005
142.	Razor sharp workshop : leader's guide.	TX0005252840	7/11/2000
143.	Route to success : Amtrak's new hire development program.	TXu000907481	6/22/1999
144.	Sales & service elements of Grainger Industrial Supply.	TX0005252841	7/11/2000
145.	Sales Performance Tool Kit : manager overview.	TX0006129012	2/23/2005
146.	Sales performance tool kit PSS reinforcement : participant materials, skill review game.	TX0006111407	2/22/2005
147.	Sales through extraordinary service for financial institutions	PA0000940468	12/22/1998
148.	Selling Against the Competition : facilitator guide, participant materials, prework.	TX0006086728	2/22/2005
149.	Selling skills tool kit.	TX0005211448	6/21/2000
150.	Service difference (AchieveNET) : group 1 : instructor guides, training review and reinforcement, participant workbook, cards.	TX0006126356	2/17/2005
151.	Service difference (AchieveNET) : group 2 instructor guides, training review and reinforcement, participant workbooks, cards.	TX0006109086	2/24/2005
152.	Smart leadership development : Varco.	TX0005001085	6/21/1999
153.	Successful retail selling.	TX0004173348	6/22/1999
154.	Successful sales through service.	TX0004221315	6/22/1999
155.	Successful sales through service.	TX0004275357	6/21/1999
156.	Technical product knowledge workshop : participant book.	TX0005056556	8/25/1999
157.	Territory activity plan : a tool kit to support sales activities.	TX0005129125	1/31/2000
158.	Tools for trainer excellence.	TX0006083574	12/30/2004
159.	Training Competency Demonstration : facilitator, participant workbook.	TX0006084751	12/20/2004
160.	Training schedule for critical skills 1.	TX0005201451	5/22/2000
161.	Understanding sales negotiations : participant book.	TX0003808805	6/22/1999
162.	US west communications problem solving workshop	PA0000933304	12/22/1998
163.	What is consultative selling?	TX0005056554	8/25/1999
164.	Winning account strategies.	TX0006126973	2/18/2005
165.	Work skills : steps to your success.	PA0000948518	8/3/1999
166.	Workskills (Instructor guides, participant workbooks, job aid cards for all modules)	TX0006113977	2/25/2005

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No.	Title	Reg. No.	Reg. Date
1.	Project scheduling and cost planning : student material and instructor guide	TX0006150066	4/6/2005
2.	Module 3 : risk management (CTL11 0905) : student materials and instructor guide.	TX0006288972	10/12/2005
3.	Administration of commercial contracts : commercial contract management profesional development program.	TX0005812906[37]	8/26/2003
4.	Administration of commercial contracts : contracting.	TX0006258226	10/18/2005
5.	Advanced contract administration.	TX0005812568[38]	8/25/2003
6.	Advanced source selection.	TX0005903443	1/21/2004
7.	Aligning project management with corporate strategy.	TX0005805189	2/20/2004
8.	Aligning project management with organizational strategy (DDN 0705) student materials and instructor guide.	TX0006445289	10/23/2006
9.	Applied earned value management (DDQ 0406) student materials and instructor guide.	TX0006445290	10/23/2006
10.	Applied earned value management (DDQ01 0107) student materials and instructor guide.	TXu001345195	3/15/2007
11.	BA 10 : introduction to business analysis v.3.0.	TX0006437730	7/7/2006
12.	BA 10 : introduction to business analysis v.3.0.	TX0006571255	4/12/2007
13.	BA 20 : how to gather and document user requirements : version 3.0.	TX0006428462	7/7/2006
14.	BA10 : Introduction to business analysis v2.0.	TX0006325332	3/15/2006
15.	BA20 : How to gather and document user requirements v2.0.	TX0006325335	3/15/2006
16.	BA30 : Logical data and process modeling v2.03.	TX0006325333	3/15/2006
17.	BA40 : Workflow modeling v2.02.	TX0006325334	3/15/2006
18.	BA60 : introduction to testing for business analysts : v.2.0.	TX0006340744	3/17/2006
19.	BA70 : object orientation for business analysts : v. 1.0.	TX0006326522	3/15/2006
20.	Best practices in performance-based service contracting.	TX0005917463	2/11/2004
21.	BP project management essentials.	TX0006010323	8/2/2004
22.	Business analysis professional development program, March-December 2004.	TX0006154298	4/6/2005
23.	Business analysis professional development program, November 2004-September 2005.	TX0006154297	4/6/2005
24.	Business analysis training program, January-June 2003.	TX0006154295	4/6/2005
25.	Business analysis training program, June 2003-March 2004.	TX0006154296	4/6/2005
26.	Business law and the UCC.	TX0005805310	8/20/2003
27.	Business object-oriented modeling : BA75 : v 3.0.	TX0006325297	3/15/2006
28.	Business proposals for projects at HP federal systems.	TX0006029665	10/20/2004
29.	CAPM prep guide / J. LeRoy Ward, Ginger Levin.	TX0006126593	2/3/2005
30.	Cheaper, faster, better : tips, techniques, and strategies for implementing change.	TX0005806030	8/19/2003
31.	Coaching and mentoring for improved performance (DFR 1006)	TX0006498120	1/8/2007
32.	Commercial contract management : principles and practices.	TX0005812567	8/25/2003
33.	Commercial contract management applications.	TX0005810929	8/25/2003
34.	Complete project management office handbook / Gerard M. Hill.	TX0006116929	2/3/2005
35.	Construction contracting.	TX0005812569	8/25/2003
36.	Continuous risk management for the department of national defense.	TX0006072729	10/28/2004
37.	Continuous risk management for the department of national defense : instructor guide.	TX0006072730	10/28/2004
38.	Contract economics.	TX0005806031	8/11/2003
39.	Contract management principles and practices (DF3 0905) student materials and instructor guide : Contracting for project managers (CWP 0904)	TX0006305020	2/6/2006
40.	Contract pricing.	TX0005805307	8/19/2003
41.	Contract purchasing system review.	TX0005949564	8/26/2003
42.	Contracting : Contract closeout.	TX0006072734	11/16/2004
43.	Contracting : disputes and terminations.	TX0005839393	9/9/2003
44.	Contracting : FAR part 15.	TX0006072733	11/16/2004
45.	Contracting : Introduction government contracting for Unisys Corporation.	TX0006072738	10/28/2004

[37] Duplicated on the schedule to the GECC to Antares assignment
[38] Duplicated on the schedule to the GECC to Antares assignment

No.	Title	Reg. No.	Reg. Date
46.	Contracting : market research and commercial item acquisition.	TX0006092133	9/28/2004
47.	Contracting for project managers : project management, professional development program : CWP 0303.	TX0005914789	2/20/2004
48.	Contracting for project managers : project management, professional development program : instructor guide : BGK 0501.	TX0005914788	2/20/2004
49.	Contracting for project managers : student material and instructor guide.	TX0006072731	10/28/2004
50.	Contracting professionals : making sense of project management (CQG03)	TX0006581746	5/16/2007
51.	Contracting programs : November 2004-October 2005.	TX0006169760	4/27/2005
52.	Contracting programs : November 2005-February 2006.	TX0006169761	4/27/2005
53.	Contracting programs.	TX0005908602	1/16/2004
54.	Contracting with foreign governments and international organizations / by Alan Kashdan.	TX0005904497	1/21/2004
55.	Contracting with foreign governments and international organizations--student materials.	TX0005999133	8/4/2004
56.	COR and COTR training program.	TX0005786398	8/25/2003
57.	Corning project management : instructor guide.	TX0006055105	10/4/2004
58.	Cost estimating.	TX0005836965	9/9/2003
59.	COTR training program.	TX0006191096	6/13/2005
60.	Critical thinking and problem solving (DFN 0906) workbook, participant guide, reading material, instructor guide and participant guide CD-ROM.	TX0006448131	11/13/2006
61.	Demand estimation analysis, specification and service level writing.	TX0006027647	9/10/2004
62.	Design-build contracting.	TX0005810930	8/25/2003
63.	Earned value management for inovant.	TX0006054254	10/7/2004
64.	Earned value management workshop : DFK 1205.	TX0006297080	2/1/2006
65.	ESI International.	TXu000701870	9/6/1995
66.	ESI International.	TXu000707543	7/10/1995
67.	Essentials of construction project management : student material and instructor guide.	TX0005805182	2/20/2004
68.	Establishing a business mindset (DFL 0906) workbook, participant guide, reading material, instructor guide, and participant guide CD-ROM.	TX0006489937	11/13/2006
69.	Establishing the project management office : project management, professional development program : CVS 0801.	TX0005914787	2/20/2004
70.	E-training : PMP exam preparation (PMP520)	TX0006315994	4/29/2005
71.	E-training : scheduling and cost control.	TX0006305022	2/6/2006
72.	E-Training contracting for project managers.	TX0006297192	1/25/2006
73.	E-training course orientation and glossary.	TX0006188759	5/27/2005
74.	E-training managing IT projects.	TX0006169088	4/29/2005
75.	E-training managing projects.	TX0006169087	4/29/2005
76.	E-Training project leadership, management, and communications.	TX0006297190	2/3/2006
77.	E-training project management applications : PMA 520.	TX0006302440	1/25/2006
78.	E-training quality for project managers : QTY520.	TX0006302441	2/1/2006
79.	E-training risk management (RSK520) : vol. 1-2.	TX0006574104	4/20/2007
80.	E-Training risk management.	TX0006297191	1/25/2006
81.	Facilitation Techniques for Requirements Development.	TXu001644894	7/31/2009
82.	FAR part 15.	TX0005870794	9/5/2003
83.	Federal appropriations law.	TX0005878882	1/21/2004
84.	Federal contracting basics.	TX0006011724	8/11/2004
85.	Federal contracting basics.	TX0005805309	8/19/2003
86.	Federal contracting for administrative assistants, support staff, and non-technical personnel.	TX0005805343	8/20/2003
87.	Financial considerations for business decision making dfp 0407 student & instructor materials.	TXu001352075	5/1/2007
88.	Financial management for project and contract managers : instructor guide & student guide.	TX0006629069	4/20/2007
89.	Financial management of commercial contracts.	TX0005895788	1/23/2004
90.	Government business case development.	TX0005999130	8/4/2004
91.	Government business case development.	TX0005903444	1/21/2004
92.	Government contract audits : CJY 0505.	TX0006189283	6/13/2005
93.	Government contract audits.	TX0005808807	8/20/2003

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94.	Government contract law (BPB 0101)	TX0005913382	1/23/2004
95.	Government contract law : visuals.	TX0005904498	1/21/2004
96.	Government cost contracts overview (DDH01 0205) student materials.	TX0006159849	4/26/2005
97.	GWAC's, IDIQ contracts and schedules.	TX0005836961	9/9/2003
98.	High-impact communication (DFM 0906) workbook, participant guide, reading material, instructor guide, and participant guide CD-ROM.	TX0006489933	11/13/2006
99.	How to build a work breakdown structure : the cornerstone of project management / Carl L. Pritchard.	TX0004931027	1/27/1999
100.	Implementing OMB circular A-76.	TX0005808426	8/26/2003
101.	Incentive contracts.	TX0005836966	9/9/2003
102.	Information technology contracting.	TX0005808425	8/26/2003
103.	Information technology risk management at Aventis.	TX0006084979	7/30/2004
104.	Information technology risk management at sanofi-aventis : student materials and instructor guide.	TX0006148164	4/6/2005
105.	Innovative solutions that make an impact.	TX0006238983	9/9/2005
106.	International contracting (BPQ 0406) student materials and instructor guide.	TX0006423940	7/20/2006
107.	International contracting : project management professional development program.	TX0005827315	8/19/2003
108.	Introduction to project management for business analysts v. 2.0 : BA50.	TX0006358502	3/27/2006
109.	Introduction to project management for Wells delivery.	TX0006010110	8/2/2004
110.	IT contracting.	TX0006196059	5/23/2005
111.	IT risk management.	TX0006436789	10/10/2006
112.	IT risk management.	TX0005972565	3/26/2004
113.	Leading complex projects (DFZ 0606) : student materials and instructor guide.	TX0006415825	7/18/2006
114.	Leading project managers : a guide to success : student materials and instructor guide.	TX0006333660	4/10/2006
115.	Leading project managers : a guide to success.	TX0005948543	3/26/2004
116.	Managing across cultures : project management, professional development program : BQV 0201.	TX0005914785	2/20/2004
117.	Managing across cultures : student materials and instructor guide.	TX0006354654	4/28/2006
118.	Managing business/IT projects following the IPA.	TX0006156110	4/6/2005
119.	Managing complex projects.	TX0006009406	7/2/2004
120.	Managing cost-reimbursement contracts.	TX0005812905	8/26/2003
121.	Managing e-business projects.	TX0005914807	2/20/2004
122.	Managing global projects (CY4 0206) student materials and instructor guide.	TX0006404809	7/18/2006
123.	Managing global projects (CY4 0304) : student materials and instructor guide.	TX0006201891	7/13/2005
124.	Managing global projects : student materials and instructor guide.	TX0006171930	5/19/2005
125.	Managing global projects at HP (CY401 0205) : student materials and instructor guide.	TX0006201892	7/13/2005
126.	Managing IT projects aventis.	TX0006085518	7/30/2004
127.	Managing IT projects for ExxonMobil.	TX0006029666	10/20/2004
128.	Managing IT projects.	TX0005875246	2/18/2004
129.	Managing outsourcing contracts : student material and instructor guide.	TX0006093051	12/20/2004
130.	Managing performance-based service awards (DDT 0906) student materials and instructor guide.	TX0006451289	10/23/2006
131.	Managing projects (CPM 1004) student materials and instructor guide.	TX0006314558	8/24/2005
132.	Managing projects (CPM45 1006) student materials.	TX0006586069	5/15/2007
133.	Managing projects : instructor guide.	TX0005875250	2/13/2004
134.	Managing projects for customs and border protection (CBP)	TX0006032047	9/30/2004
135.	Managing projects for Pearson, Inc. (CPM 16 0404) : student materials and instructor guide.	TX0006125040	3/14/2005
136.	Managing risk in projects.	TX0006354653	4/28/2005
137.	Managing small projects at hatch.	TX0006027648	9/10/2004
138.	Managing software quality : student material and instructor guide.	TX0006031581	7/2/2004
139.	Market research and commerical item acquisition.	TX0006225744	8/18/2005
140.	Meeting the challenges of project management : a primer / Frank Greenwood.	TX0004931028	1/27/1999
141.	Mindset model & perspective cube.	TX0006592056	1/5/2007

No.	Title	Reg. No.	Reg. Date
142.	Module 4 : leadership and communication management.	TX0006086611	12/17/2004
143.	Module 5 : contract management.	TX0006154887	4/6/2005
144.	Module 6 : quality management (CTM12 0206) : student materials and instructor guide.	TX0006448553	10/23/2006
145.	Negotiation of commercial contracts : a process approach for building successful business relationships.	TX0005808424	8/26/2003
146.	Negotiation skills for project managers (3-day)	TX0006006167	3/26/2004
147.	Negotiation skills for project managers (CW3 0705) student materials and instructor guide.	TX0006569123	4/24/2007
148.	Negotiation strategies instructor guide.	TX0006007170	8/4/2004
149.	Network and telecom principles for project managers.	TX0006036307	9/2/2004
150.	Network and telecom principles for project managers.	TX0005994185	7/2/2004
151.	NIAID session 1.	TX0006108957	11/1/2004
152.	NISH proposal preparation workshop.	TX0006031856	9/28/2004
153.	Operating practices in contract administration : instructor guide.	TX0005806032	8/20/2003
154.	Operating practices in contract administration.	TX0005806033	8/20/2003
155.	Overview of contract management for service contracts : student material and instructor guide.	TX0006177646	5/10/2005
156.	Overview of government contracting.	TX0006187510	5/10/2005
157.	Performance-based service contracting : preparing work statements.	TX0005805180	2/11/2004
158.	PMP challenge! / J. LeRoy Ward, Ginger Levin ; edited by Dixie Richards.	TX0004934756	1/27/1999
159.	PMP challenge! : 600 mind-bending, thought-provoking questions for PMP exam preparation / J. LeRoy Ward, Ginger Levin ; edited by Dixie Richards.	TX0006148204	1/25/2005
160.	PMP exam : practice test and study guide / J. LeRoy Ward.	TX0006148182	1/25/2005
161.	PMP exam practice test and study guide / edited by J. LeRoy Ward.	TX0004929412	1/27/1999
162.	PMP exam preparation : student material.	TX0006225728	8/29/2005
163.	PMP exam preparation boot camp.	TX0006019328	8/30/2004
164.	PMP exam preparation.	TX0006011725	8/11/2004
165.	PMP exam preparation.	TX0005894283	2/13/2004
166.	Portable PMP prep : vol. 1-3 : conversations on passing the PMP exam / Carl L. Pritchard and J. LeRoy Ward.	TX0006106531	1/25/2004
167.	Preparing performance-based work statements.	TX0006073598	11/9/2004
168.	Preparing performance-based work statements.	TX0006081408	12/7/2004
169.	Preparing statements of work for Bristol-Myers Squibb.	TX0006021565	9/27/2004
170.	PrjectFOCUS : a project management methodology process guide and task performance tools.	TX0006061204	10/28/2004
171.	PrjectFRAMEWORK : a project management maturity model : vol. 1, The model / Ginger Levin, Gerard M. Hill, Pat DeFilippis ... [et al.] ; D. Richards, editor.	TX0006061203	10/28/2004
172.	PrjectFRAMEWORK : a project management maturity model : vol. 2, The assessment. / Ginger Levin, Gerard M. Hill, Pat DeFilippis ... [et al.] ; D. Richards, editor.	TX0006061202	10/28/2004
173.	PrjectLAUNCH : a project planning workshop : workshop guide.	TX0006061200	10/28/2004
174.	PrjectPORTFOLIO : a strategic project integration model : workshop guide / Gerard M. Hill, Susan Hess.	TX0006061201	10/28/2004
175.	Procurement and the Internet.	TX0005999134	8/4/2004
176.	Procurement and the Internet.	TX0005836967	9/9/2003
177.	Program management : project management professional development program.	TX0005962348	2/20/2004
178.	Progran management.	TX0005999132	8/4/2004
179.	Project leadership, management, and communications : instructor guide.	TX0005875249	2/13/2004
180.	Project leadership, management, and communications for customs and border protection (CPB)	TX0006055020	11/5/2004
181.	Project management : professional development program.	TX0005908601	1/16/2004
182.	Project management applications : BTP 0401.	TX0005894284	2/13/2004
183.	Project management applications in information technology.	TX0006031388	7/2/2004
184.	Project management applications.	TX0006022120	9/1/2004
185.	Project management drill book : a self-study guide / Carl L. Pritchard.	TX0006126561	2/3/2005
186.	Project management for contracting professionals : [student manual]	TX0005805187	2/11/2004
187.	Project management for contracting professionals : instructor guide.	TX0005917462	2/11/2004
188.	Project management for contracting professionals.	TX0005999131	8/4/2004
189.	Project management professional development program, July 1999-March 2000.	TX0005245736	6/21/2000

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190.	Project management programs : January-December 2005.	TX0006169762	4/27/2005
191.	Project management terms : a working glossary / J. LeRoy Ward.	TX0006148203	1/25/2005
192.	Project management tools CD : version 4.0.	TX0006155482	2/3/2005
193.	Project planning, analysis, and control : BTV 0303.	TX0005914786	2/20/2004
194.	Project planning, analysis, and control : student materials and instructor guide.	TX0006354655	4/28/2006
195.	Project scheduling and cost control (DCF01 1204) student materials and instructor guide.	TX0006314559	8/24/2005
196.	Project scheduling and cost planning.	TX0006084980	7/30/2004
197.	ProjectFLAGSHIP : a project management office model : workshop guide.	TX0006061086	10/28/2004
198.	ProjectFLAGSHIP : a project management office model.	TX0006061085	10/28/2004
199.	ProjectFOCUS : a project management methodology : process guide and task performance tools.	TX0006061084	10/28/2004
200.	ProjectFOCUS : a project management methodology, project management technique library.	TX0006061330	10/28/2004
201.	ProjectFOCUS, a project management methodology : practice guide.	TX0006061328	10/28/2004
202.	ProjectFOCUS, a project management methodology : practice guide.	TX0006061326	10/28/2004
203.	ProjectFOCUS, a project management methodology : project management technique library.	TX0006061327	10/28/2004
204.	ProjectPORTFOLIO, a strategic project integration model : workshop guide.	TX0006061329	10/28/2004
205.	ProjectQuickStart, a project planning workshop : facilitator's guide.	TX0006061325	10/28/2004
206.	Quality for project managers : CTM 1203.	TX0005894282	2/13/2004
207.	Quality for project managers : instructor guide and student materials.	TX0006173846	5/25/2005
208.	Quality for project managers for customs and border protection (CBP) : instructor guide.	TX0006055103	10/4/2004
209.	Rapid assessment and recovery of troubled projects : student material and instructor's guide.	TX0005805181	2/20/2004
210.	Requirements management : a key to project success : CVG 0904.	TX0006070407	11/5/2004
211.	Requirements management : a key to project success : project management professional development program.	TX0005962347	2/20/2004
212.	Requirements management : a key to project success.	TX0006156114	4/6/2005
213.	Requirements management for Customs and border protection (CBP) : a key to project management success (CVG01 1004) : student materials and instructor guide.	TX0006125041	3/14/2005
214.	Requirements management for customs and border protection (CBP) : a key to project success.	TX0006156111	4/6/2005
215.	Requirements management for customs and border protection (CBP) : a key to project success.	TX0006061058	9/30/2004
216.	Risk management : instructor guide.	TX0005915866	2/13/2004
217.	Risk management : module 3 : instructor's guide and student materials : CTL 0804.	TX0006111434	2/25/2005
218.	Risk management : perspectives, tools, and techniques : project management professional development program.	TX0005957551	3/26/2004
219.	Risk management concepts and guidance.	TX0006118140	2/3/2005
220.	Risk management for customs and border protection (CBP) : instructor guide.	TX0006055102	10/4/2004
221.	Risk management for customs and border protection (CBP).	TX0006156113	4/6/2005
222.	Risk management.	TX0006085654	12/17/2004
223.	Scheduling and cost control.	TX0006156112	4/6/2005
224.	Scheduling and cost control (BVZ29-0407) : student and instructor guides.	TX0006576719	4/24/2007
225.	Scheduling and cost control for customs and border protection (CBP)	TX0006057029	10/4/2004
226.	Scheduling and cost control.	TX0006055019	10/27/2004
227.	Scheduling and cost control.	TX0005875248	2/13/2004
228.	Section L&M/advanced source selection.	TX0006150296	2/22/2005
229.	Simplified acquisition (CCY 0906) student materials.	TX0006455687	11/20/2006
230.	Simplified acquisition : contracting.	TX0005812907	8/26/2003
231.	Software project management (BWG 1102) : student materials and instructor guide.	TX0006327313	7/2/2004
232.	Software testing for better project management : student material and instructor guide.	TX0005875260	2/8/2004
233.	Software testing for better project management.	TX0006085857	12/17/2004
234.	Source selection : the best-value competitive proposals process.	TX0005805344	8/20/2003
235.	Source selection : the best-value process (Con 111 : missions planning execution) BWM 1106 student materials and instructor guide.	TX0006541550	7/7/2006
236.	Subcontract management.	TX0005904499	1/21/2004
237.	Systems integration project management for customs and border protection (CBP) : instructor guide.	TX0006055104	10/4/2004

No.	Title	Reg. No.	Reg. Date
238.	Systems integration project management.	TX0005875247	2/18/2004
239.	Taking charge of organizational change (DFS 1006)	TX0006498119	1/8/2007
240.	Task order contracing for Unisys Corporation.	TX0006021564	9/27/2004
241.	Task order contracting.	TX0005808427	8/26/2003
242.	Telecommunications principles for project managers (BHX 0301) : student material and instructor guide.	TX0006225527	8/25/2005
243.	Time and cost management : module 2.	TX0006225727	8/30/2005
244.	Time and cost management.	TX0006072728	11/12/2004
245.	Use of government purchase cards.	TX0006316016	2/6/2006
246.	Vascular program management leadership.	TX0006011726	8/11/2004
247.	Vendor selection : a collaborative approach (CX3 0406) : student materials and instructor guide.	TX0006399941	7/19/2006
248.	Vendor selection and management : CWC 1100.	TX0005994184	7/2/2004
249.	Winning new business : commercial contract management professional development program.	TX0005870793	9/5/2003

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No.	Title	Reg. No.	Reg. Date
1.	Building customer value participant workbook.	TX0005800615	9/11/2003
2.	Avoiding the traps in selling professional services / Neil Rackham.	TX0005152011	3/3/2000
3.	Cannon sales skills training.	TX0002729774[39]	1/18/1990
4.	Canon sales skills training.	TX0002747564[40]	1/18/1990
5.	Large account selling in the information technology workplace / Neil Rackham.	TX0005152008	3/3/2000
6.	Making major sales program, 1989.	TX0002735143[41]	1/18/1990
7.	Digital Telco/Utilities Industries : Digital SPIN workshop.	TX0002739314[42]	1/18/1990
8.	Comshare : SPIN selling skills workshop	TX0002732288	1/18/1990
9.	Honeywell Industrial Automation Systems Division coaches workbook ; Honeywell Industrial Automation Systems Division coaching guide ; Honeywell Industrial Automation Systems Division workbook ; Honeywell Industrial Automation Systems Division role plays.	TX0002751288[43]	1/18/1990
10.	AT & T network systems : coaching and selling skills workshop.	TX0002735866[44]	1/18/1990
11.	Quotron coaches workbook ; Quotron coaching guide ; Quotron workbook ; Quotron role plays.	TX0002751287[45]	1/18/1990
12.	Spin : state & local government.	TX0002731947[46]	1/18/1990
13.	Spin concept review.	TX0002731948[47]	1/18/1990
14.	Honeywell Industrial Automation Systems Division workbook : Honeywell SPIN workshop.	TX0002739315[48]	1/18/1990
15.	Spin selling skills workbook.	TX0002742317[49]	1/18/1990
16.	Apple tactical selling : instructor guide.	TX0002744388[50]	1/18/1990
17.	Tactical selling skills for Apple resellers.	TX0002735144[51]	1/18/1990
18.	The coaching controversy / Neil Rackham	TX0005152010	3/3/2000
19.	Hunt for growth : new directions and new strategies for selling / Neil Rackham.	TX0005152009	3/3/2000
20.	3C's of professional selling : key professional selling principles.	TXu001201734	11/15/2004

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No.	Title	Reg. No.	Reg. Date
21.	3C's of professional selling.	TX0005672600	3/6/2003
22.	3C's of professional selling.	TX0005672599	3/6/2003
23.	7 weak links in making a benefit.	TX0002243502	9/28/1987
24.	Account classification : Canon, achieving the compietitive edge program.	TX0006100529	1/10/2005
25.	Account maintenance.	TX0002159625	9/21/1987
26.	Account strategy for major sales Bank of America 2002 : instructor guide, cards, training simulation binder, tool kit folder, simulation folder, reference materials, pre-reading materials, handouts.	TX0006114161	1/10/2005
27.	Achieving a sustainable competitive advantage / Richard Ruff.	TX0005152007	3/3/2000
28.	Achieving Sales Excellence 4 module.	TX0006073859	11/18/2004
29.	Achieving Sales Excellence.	TX0005957567	5/11/2004
30.	Advanced questioning skills participant workbook : Owens Corning.	TX0005816294	9/11/2003
31.	Apple tactical selling : a coaching and selling skills program / from Huthwaite, Inc.	TX0002807706	1/18/1990
32.	Basic selling skills : participant workbook (Owens Corning)	TX0005806205	8/18/2003
33.	Behavior of successful negotiators.	TX0002243501	9/28/1987
34.	Building a world class sales force.	TX0006100509	1/10/2005
35.	Building interactive skills / Neil Rackham, Richard Ruff.	TX0005152012	3/3/2000
36.	Business building program.	TX0005801977	9/10/2003
37.	Canon graphic systems : sales skills training.	TX0002835538	1/18/1990
38.	Canon sales skills training : sales manager program.	TX0002833980	1/18/1990
39.	Chase individual banking : SPIN selling skills.	TX0002835535	1/18/1990
40.	Coaching : building a world class sales organization.	TX0006099516	1/10/2005
41.	Coaching for Sales Effectiveness.	TX0006051821	5/28/2004
42.	Coaching Sales Call Execution - Coaching High Impact Selling Skills (Visual Slides)	TX0006896204	11/25/2008
43.	Coaching Sales Call Execution - Coaching The Coach (Visual Slides)	TX0006895846	11/25/2008
44.	Coaching Sales Call Execution - Pre-reading.	TX0006896287	11/25/2008
45.	Coaching Sales Call Execution - Setting The Stage For Successful Coaching (Visual Slides)	TX0006896222	11/25/2008
46.	Coaching SPIN presentation skills : Bank of America.	TX0006100508	1/10/2005
47.	Coaching to consultative selling : Bank of America.	TX0006099512	1/10/2005
48.	Consultative selling for small business, Bank of America.	TX0006099903	1/10/2005
49.	Customer service excellence participant workbook (Great Lakes Chemical Corporation)	TX0005811301	8/15/2003
50.	Decision guidelines.	TX0002156341	9/21/1987
51.	Developing needs in the complex sale.	TX0002159624	9/21/1987
52.	Developing Sales Strategies.	TX0005926746	5/14/2004
53.	Development unit : implication questions.	TX0002243498	9/28/1987
54.	Development unit : need-payoff questions.	TX0002243500	9/28/1987
55.	Development unit : problem questions.	TX0002243497	9/28/1987
56.	Development unit : situation questions.	TX0002243496	9/28/1987
57.	Digital electronics industry : Digital SPIN workshop.	TX0002835537	1/18/1990
58.	Digital SPIN workshop : federal government.	TX0002912763	1/18/1990
59.	Digital SPIN workshop.	TX0002833973	1/18/1990
60.	Discrete manufacturing industry.	TX0002782828	1/18/1990
61.	Escaping the Price Driven Sale.	TX0006823486	9/6/2007
62.	Escaping the price-driven sale: how world-class sellers create extraordinary profit 0-07-154583-2.	TX0006970451	1/16/2008
63.	Executive overview.	TX0002818418	1/18/1990
64.	Extended learning program.	TX0005985647	6/22/2004
65.	Extended Learning Program.	TX0006010597	6/23/2004
66.	Financial services.	TX0002818417	1/18/1990
67.	Follow up unit : problem questions.	TX0002243495	9/28/1987
68.	Follow-up unit : implication questions.	TX0002243493	9/28/1987
69.	Follow-up unit : need-payoff questions.	TX0002243494	9/28/1987
70.	Global coaching skills--Bank of America treasury services : coaching guide, coaches	TX0006100397	1/10/2005

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	workbook.		
71.	Global coaching skills--Bank of America Treasury Services : instructor guide.	TX0006229238	1/10/2005
72.	Handling the competition.	TX0002156340	9/21/1987
73.	Hart Environmental Management Corporation.	TX0002782835	1/18/1990
74.	How to develop needs : the Spin strategy.	TX0002243499	9/28/1987
75.	How to recognize needs : implied or explicit?	TX0002300399	9/28/1987
76.	How to relate products to needs : features, advantages & benefits.	TX0002255275	9/28/1987
77.	IM selling skills participant workbook (AOL)	TX0005788091	9/4/2003
78.	IM selling strategies.	TX0005800381	9/9/2003
79.	INB : workbook.	TX0002835536	1/18/1990
80.	In-office sales reinforcement : entry strategy.	TX0005809105	9/10/2003
81.	Invest in success, Spin selling skills workshop.	TX0002744381	1/18/1990
82.	Invest in success--SPIN selling skills workshop.	TX0002739570	1/18/1990
83.	Major account sales strategy : Bank of America.	TX0006092818	1/10/2005
84.	Making Major Sales : a program from Huthwaite, Inc. : workbook.	TX0002915807	1/18/1990
85.	Making major sales : plus participant workbook, instructor manual and pre-reading.	TX0006479565	11/22/2006
86.	Models for explaining behavior.	TX0003424897	10/26/1992
87.	Observation : 2.	TX0002243490	9/28/1987
88.	Observation workbook.	TX0002243491	9/28/1987
89.	Polystar sales skills training workbook.	TX0002782829	1/18/1990
90.	Private Bank at Bank of America, America's trusted wealth advisor : Building client relationships.	TX0006117655	1/10/2005
91.	Process industry.	TX0002818419	1/18/1990
92.	Putting value creation first : Bank of America.	TX0006084423	11/18/2004
93.	Quotron systems : Managing the complex sale.	TX0002806912	1/18/1990
94.	Resolving customer concerns.	TX0002156955	9/21/1987
95.	Reuters value based selling SPIN.	TX0005786477	8/15/2003
96.	Sales Call Execution - Demonstrating Capability (Visual Slides)	TX0006861003	7/29/2008
97.	Sales Call Execution - Honing Your Skills (Visual Slides)	TX0006861031	7/29/2008
98.	Sales Call Execution - Identifying Needs (Visual Slides)	TX0006860753	7/28/2008
99.	Sales Call Execution - Influencing Needs (Visual Slides)	TX0006860995	7/29/2008
100.	Sales Call Execution - Introduction (Participant Workbook, Instructor Guide & Visual Slides)	TX0006860646	7/28/2008
101.	Sales Call Execution - Investigating Skills (Visual Slides)	TX0006861019	7/29/2008
102.	Sales Call Execution - Obtaining Commitment (Visual Slides)	TX0006860963	7/28/2008
103.	Sales Call Execution - Opening (Visual Slides)	TX0006861002	7/29/2008
104.	Sales Call Execution - Pre-Reading.	TX0006860027	7/25/2008
105.	Sales management coaching and reinforcement : how, who and when to coach facilitator notes (AOL)	TX0005810556	9/10/2003
106.	Sales negotiation.	TX0002155272	9/21/1987
107.	Sales skills : Making Major Sales : trainer certification workshop.	TX0005982194	6/23/2004
108.	Sales skills : Making Major Sales.	TX0005981262	6/23/2004
109.	Sales skills : SPIN Selling Certificate Seminar : participant workbook.	TX0006074145	11/15/2004
110.	Sedgwick Tomenson : coaches workbook.	TX0002782836	1/18/1990
111.	Selling added value : outline architecture.	TXu001159517	11/26/2004
112.	Selling at AOL : an overview of IM selling skills and strategies.	TX0005790224	9/10/2003
113.	Selling at AOL : new hire program : IM capability.	TX0005801978	9/10/2003
114.	Selling consulting services / Neil Rackham.	TX0005152013	3/3/2000
115.	Selling financial solutions outline architecture.	TXu001211227	11/12/2004
116.	Selling skills : developing a client focus.	TX0005800380	8/15/2003
117.	Selling to national accounts : Spin selling skills.	TX0002738309	1/18/1990
118.	Selling to tough buyers (facilitator guide, participant guide)	TX0006101556	1/10/2005
119.	Slides for sales coaching global treasury management, Bank of America, 2003.	TX0006108359	1/10/2005

No.	Title	Reg. No.	Reg. Date
120.	Spin	TX0000067737	6/13/1978
121.	Spin : Digital Spin workshop.	TX0002806911	1/18/1990
122.	SPIN applications workshop : Texas Commerce Bank.	TX0006099513	1/10/2005
123.	Spin applications workshop.	TXu001207575	11/15/2004
124.	SPIN coaching and selling skills.	TX0002915809	1/18/1990
125.	Spin coaching workbook.	TX0002243492	9/28/1987
126.	SPIN Marketing Workshop.	TX0005957568	5/11/2004
127.	Spin refresher Symantec (participant workbook) 1998.	TX0006101555	1/10/2005
128.	Spin reinforcement workshop digital island 2001 (administrator guide, problem/implication map, table coaching guide)	TX0006101554	1/10/2005
129.	SPIN Selling - Instructor Guide.	TX0007026512	2/9/2009
130.	SPIN Selling - Participant Workbook (and Call Plans)	TX0007026514	2/9/2009
131.	SPIN Selling - Pre-Reading.	TX0007016762	2/4/2009
132.	SPIN Selling - Visual Slides.	TX0007127624	2/4/2009
133.	SPIN selling : IVAC : instructor guide.	TX0002835534	1/18/1990
134.	SPIN Selling 2.0.	TXu001637214	5/14/2009
135.	SPIN selling seminar : participant workbook.	TX0005959068	5/7/2004
136.	Spin selling skills workbook.	TX0002782830	1/18/1990
137.	Spin selling skills workbook.	TX0002782745	1/18/1990
138.	Spin selling skills.	TX0002782831	1/18/1990
139.	Spin selling skills.	TX0002834007	1/18/1990
140.	SPIN selling workshop : workbook / a program from Huthwaite, Inc.	TX0005639953	1/24/2003
141.	SPIN Selling Workshop.	TX0005957569	5/12/2004
142.	SPIN skills & strategy workshop.	TX0005837069	8/18/2003
143.	Strategic customization / Neil Rackham.	TX0005152014	3/3/2000
144.	Strategic SPIN : skills component program notes : course workbook.	TX0006036709	9/22/2004
145.	Strategic SPIN : trainer certification session.	TXu001208842	11/12/2004
146.	Strategic Spin : understanding and influencing customer decisions.	TXu001201733	11/15/2004
147.	Strategic SPIN : understanding and influencing customer decisions.	TX0006099515	1/10/2005
148.	Strategic SPIN : understanding and influencing customer decisions : participant workbook.	TX0005785797	8/18/1993
149.	Strategic SPIN strategy component facilitator guide.	TX0006036710	9/22/2004
150.	Strategic Spin trainer certification session : Houghton Mifflin workbook and resource binder.	TX0006100490	1/10/2005
151.	Strategies for hard times / Neil Rackham.	TX0005152016	3/3/2000
152.	Successful negotiator workbook.	TX0002782744	1/18/1990
153.	Telephone sales chase personal banking.	TX0006100398	1/10/2005
154.	Telephone sales outline architecture instructor guide and call checklists.	TXu001211088	11/15/2004
155.	Trainer certification workshop ; Coaching for sales effectiveness : workbook & instructor guide ; High performance sales training : participant workbook.	TX0005639954	1/24/2003
156.	Trainer's resource guide to using the Spin reinforcement kit.	TX0006077075	11/12/2004
157.	Who to coach : global treasury management : October skip level conference participant handout.	TX0006075561	11/15/2004
158.	Why bad things happen to good new products / Neil Rackham.	TX0005152015	3/3/2000
159.	Winning Against the Competition.	TX0005972575	6/23/2004
160.	Winning the Battle for Sales: Lessons on Closing Every Deal from the World?s Greatest Military Victories.	TX0007623520	11/19/2012

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No.	Title	Reg. No.	Reg. Date
1.	Creating customer focus.	TX0002279282	3/28/1988
2.	Forum issues (no. 1. Created 1984)	TX0002245179	1/29/1988
3.	Forum issues (no. 2, winter 85)	TX0002241519	1/29/1998
4.	Forum issues (no. 3, summer 85)	TX0002245150	1/29/1988
5.	Forum issues (no. 4, fall 85)	TX0002245149	1/29/1988
6.	Forum issues (no. 5, winter-spring 86)	TX0002245148	1/29/1988
7.	Forum issues .. (no. 7, spring 87)	TX0002245147	1/29/1988
8.	Strategic Speed: Mobilize People, Accelerate Execution	TX0007212059	7/7/2010
9.	Managing resources--Chemical Bank.	TX0001359983	3/1/1984
10.	Toronto Dominion E M P.	TX0001687426	9/9/1985
11.	"District manager development seminar--Avon Products, Inc., district management operations" components list.	TX0001799312	3/21/1986
12.	"Account management II--Morgan guaranty" components list.	TX0001452014	9/5/1984
13.	"Comerica sales management program (seven components)" components list.	TX0001799317	2/27/1986
14.	"Exceptional sales performance for bankers version II" components.	TX0001633293	5/20/1985
15.	"Exceptional sales performance--Technicare Corporation" components list.	TX0001633296	5/20/1985
16.	"Management practices seminar--First Chicago Corporation" components list.	TX0001452015	9/5/1984
17.	"Managing the difference resurvey--Toronto Dominion Bank" components list.	TX0001799314	2/27/1986
18.	"Sales manager--Security Pacific Bank" components list.	TX0001643049	2/15/1985
19.	1975 fall training camp--one-day presentation--C F S Continental.	TX0001359981	3/1/1984
20.	1978 management conference--C F Industries, Inc.	TX0001806743	4/22/1986
21.	ABC International Sales and Marketing Conference.	TX0002091238	6/12/1987
22.	Account management I : Morgan Guaranty Trust Company of New York : domestic.	TX0001486730	10/25/1984
23.	Account management I : Morgan Guaranty Trust Company of New York : international.	TX0001486733	10/25/1984
24.	Account potential role-play : role-play rating form.	TX0001909550	3/31/1986
25.	Account strategy.	TX0001774058	4/8/1985
26.	Account team leadership.	TX0006085651	12/15/2004
27.	Adaptive planning.	TX0006081570	12/15/2004
28.	Assigning work to employees.	PA0000206613	10/27/1983
29.	Astor answer workshop--Pantasote, Inc. : Pantasote customer service program.	TX0001545109	1/3/1985
30.	Banking office sales management--Security Pacific National Bank.	TX0001545113	1/3/1985
31.	Basic sales skills development--Hooker Chemical.	TX0001413425	7/3/1984
32.	Basic selling skills-generic : Basic calling skills.	TX0001244268	9/15/1983
33.	Building account relationships : Toronto Dominion Bank.	TX0001423436	7/25/1984
34.	Building customer focus.	TX0002899129	8/31/1990
35.	Building customer focus.	TX0002903429	8/31/1990
36.	Calling officer selling skills : Security Pacific Bank.	TX0001571804	2/15/1985
37.	CBT business development workshop : manager's program, Citibank, N. A.	TX0001384172	5/16/1984
38.	Challenge of sales negotiations : Jones & Laughlin Steel.	TX0001423437	7/25/1984
39.	Citicorp industrial credit : presentation skills.	TX0002068374	6/2/1987
40.	Client driven selling, client executive, Norwest Corporation.	TX0001806745	4/22/1986
41.	Client driven selling--Norwest Corporation.	TX0001787086	3/21/1986
42.	Client relationship management, Security Pacific Bank : Operations officer, Security Pacific.	TX0001571861	2/15/1985
43.	Coaching clinic.	TX0006077456	12/15/2004
44.	Coaching for performance improvement : what to do when employees fall short of expectations.	TX0006085650	12/15/2004
45.	Coaching for service excellence e-learning (CD-ROM)	TX0006108269	12/15/2004
46.	Coaching in context : executive selling situations.	TX0006558892	4/6/2007
47.	Coaching in context : introduction.	TX0006599873	6/21/2007
48.	Coaching in context : key account strategies.	TX0006558891	4/6/2007
49.	Coaching in context : large sales opportunities.	TX0006563857	4/6/2007

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50.	Coaching in context : territory planning (preparation materials, coach's toolkit, handou	TX0006405062	6/27/2006
51.	Coaching in context : the sales funnel.	TX0006405578	6/27/2006
52.	Coaching : strategic advantage through learning : facilitator notes.	TX0006077457	12/15/2004
53.	Collaboration skills : creating value through people : workbook.	TX0006081788	12/15/2004
54.	Collaboration skills : creating value through people : action learning activities.	TX0006090566	12/15/2004
55.	Commercial services I program--Royal Bank of Canada : Royal Bank customer service.	TX0001545116	1/3/1985
56.	Commercial services I--The Royal Bank of Canada.	TX0001454411	8/17/1984
57.	Communicating standards & objectives.	PA0000228338	8/31/1984
58.	Community banking : exceptional management practices-Mellon Bank : Mellon Bank EMP.	TX0001454407	8/17/1984
59.	Conducting fact finding discussions.	PA0000206618	10/27/1983
60.	Supervising/conducting warning and discipline discussions.	PA0000206622	10/27/1983
61.	Consultative Skills : for Customer-Driven Sales Conversations : preparation materials, completion certif., objections, handouts, administrator guide, advice device, workbook, facilitator notes.	TX0006077549	12/15/2004
62.	Creating clarity and focus.	TX0006085310	12/15/2004
63.	Creating climate for effective communication.	PA0000206616	10/27/1983
64.	Creative servicing seminar--Connecticut National Bank.	TX0001359979	3/1/1984
65.	Customer centered selling (face-to-face) the European training centre--Citibank components list.	TX0001718074	12/19/1985
66.	Customer connections for exceptional sales and service : Pepperidge Farm.	TX0003228977	1/3/1992
67.	Customer focus : the executive session.	TX0002993442	1/7/1991
68.	Customer service program--Mellon Bank : prev. or alternative ti.: Mellon Bank customer service.	TX0001787085	3/21/1986
69.	Customer service representative training--I C I Americas, Inc.	TX0001794801	3/21/1986
70.	Delegating for results.	PA0000228334	8/31/1984
71.	Developing listening skills.	PA0000195990	10/31/1983
72.	Dilemma management : facilitator notes	TX0006077459	12/15/2004
73.	District manager development program--Abbott Diagnostics Division.	TX0001718479	11/19/1985
74.	Dynamic selling.	TX0006079625	12/15/2004
75.	Dynamic selling.	TX0006085311	12/15/2004
76.	Dynamic selling : advanced relationship management skills.	TX0006379355	6/22/2006
77.	Effective planning and control.	TX0001272945	11/18/1983
78.	Encouraging innovative ideas 2003 (preparation materials, workbook, facilitator notes)	TX0006099824	12/17/2004
79.	[Equicor--more than selling]	TX0002125868	4/9/1987
80.	Establishing credibility [2000]	TX0006077384	12/15/2004
81.	Euroclear marketing seminar / J. P. Morgan.	TX0002901839	8/31/1990
82.	Exceptional management practices.	TX0002055554	4/9/1987
83.	Exceptional management practices.	TX0001774541	11/19/1985
84.	Exceptional management practices.	TX0001241907	8/24/1983
85.	Exceptional management practices.	TX0001238177	8/26/1983
86.	Exceptional management practices : an entrepreneurial approach : planning guide.	TX0001244266	9/15/1983
87.	Exceptional management practices : planning guide.	TX0001160801	7/7/1983
88.	Exceptional management practices--Amerada Hess.	TX0001787084	3/21/1986
89.	Exceptional management practices--Marine Midland Bank, N. A. : components list.	TX0001920995	2/27/1986
90.	Exceptional management practices--State of Alaska, Department of Transportation.	TX0001806744	4/22/1986
91.	Exceptional sales performance.	TX0001160010	5/25/1983
92.	Exceptional sales performance.	TX0002094526	6/12/1987
93.	Exceptional sales performance : Hooker Chemical Company.	TX0001423441	7/25/1984
94.	Exceptional sales performance 1986 (administrator guide)	TX0006099825	12/17/2004
95.	Exceptional sales performance	TX0006081577	12/15/2004
96.	Exceptional sales performance for bankers : components list.	TX0001471832	10/11/1984
97.	Exceptional sales performance for bankers--Continental Bank.	TX0001440249	4/18/1984
98.	Exceptional sales performance reinforcement.	TX0002117748	7/14/1987

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99.	Exceptional sales performance reinforcement workshop--C F S Continental.	TX0001452017	9/5/1984
100.	[Exceptional sales performance, 1980 version]	TX0001150049	7/7/1983
101.	Exceptional sales performance, General Electric Credit Corporation.	TX0001368399	5/25/1984
102.	Exceptional sales performance/reinforcement : meeting guide.	TX0001219023	10/5/1983
103.	Exceptional sales performance : annotated outline / The Forum Corporation.	TX0001125377	5/25/1983
104.	Exceptional sales performance--C F S Continental.	TX0001359977	3/1/1984
105.	Exceptional sales performance--Jones and Laughlin Steel, Inc. : components list.	TX0001471831	10/11/1984
106.	Exceptional sales performance--Joy Manufacturing : Joy Manufacturing E S P.	TX0001545111	1/3/1985
107.	Exceptional sales performance--Morgan Guaranty Trust Company.	TX0001545118	1/3/1985
108.	Exceptional sales performance--Pan American World Airways, Inc. : Pan Am E S P.	TX0001545114	1/3/1985
109.	Exceptional salesman.	TX0001633292	5/20/1985
110.	Executive selling approach/negotiations--Honeywell Information Systems, Inc.	TX0001786657	3/25/1986
111.	Honeywell financial selling	TX0001928177	1/3/1986
112.	Face to face selling skills reinforcement.	TX0002118449	7/14/1987
113.	Face-to-face selling skills.	TX0002962749	12/5/1990
114.	Face-to-face selling skills.	PA0000228335	8/31/1984
115.	Face-to-face selling skills for retail financial services.	TX0002117749	7/14/1987
116.	Face-to-face selling skills : program outline.	TX0003111277	12/5/1990
117.	Face-to-face selling skills--First Bank System.	TX0001800186	2/27/1986
118.	Face-to-face selling skills--North American Van Lines, Inc.	TX0001928176	1/3/1986
119.	Facilitating team development (facilitator notes)	TX0006099823	12/17/2004
120.	Finding and hiring the best : workbook.	TX0006077455	12/15/2004
121.	Forum issues .. (no 8, fall 87)	TX0002981513	1/7/1991
122.	Forum issues (no 9, spring 880	TX0002981512	1/7/1991
123.	Forum issues (no Special report. Selling in the 1990s: a sales productivity report.)	TX0002981516	1/7/1991
124.	Forum issues (no 10, fall-winter 88. Created 1988)	TX0002981514	1/7/1991
125.	Forum issues .. (no 11, summer 89)	TX0002981515	1/7/1991
126.	Forum issues .. (no Special report)	TX0002981511	1/7/1991
127.	Forum issues .. (no. 12, winter 91)	TX0003147036	9/23/1991
128.	Forum's Principles of Learning: A Guidebook for Advancing Performance in Today's Workplace	TX0007402893	6/27/2011
129.	"General Re management program--General Re Corporation" components list.	TX0001633294	5/20/1985
130.	Goals program--C F Industries, Inc.	TX0001806742	4/22/1986
131.	Government employees insurance company : management I course.	TX0001812263	4/22/1986
132.	Holding performance appraisal discussions.	PA0000228337	8/31/1984
133.	Holding work improvement discussions.	PA0000206617	10/27/1983
134.	Improving employee motivation.	PA0000206621	10/27/1983
135.	Improving performance through feedback.	PA0000206615	10/27/1983
136.	Individual manager report : an organizational improvement service of the Forum Corporation : 1981 version.	TX0001291767	1/9/1984
137.	Individual manager report : an organizational improvement service of the Forum Corporation	TX0001296214	1/9/1984
138.	Influence management : integrator.	TX0001244264	9/15/1983
139.	Influence management : planning guide.	TX0001244263	9/15/1983
140.	Influence management-medtronic.	TX0001240330	9/15/1983
141.	[Influence : building, using, sustaining].	PA0000206603	10/5/1983
142.	Influence : building, using, sustaining : instructor notes.	TX0001246893	10/5/1983
143.	Influence : collaborating for results.	TX0006085862	12/15/2004
144.	Influence : collaborating for results.	TX0006085652	12/15/2004
145.	Influence : collaborating for results.	TX0003298588	1/3/1992
146.	Influence : collaborating for results 1992 : resource and action guide, instructor creative products, pocket card.	TX0006081792	12/15/2004
147.	"Initiating change--First Bank System" components list.	TX0001787786	3/25/1986
148.	"Instructor development at the forum" components list.	TX0001799318	2/27/1986

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149.	Instructor training for better performance--Baybanks, Inc.	TX0001787865	3/25/1986
150.	International banking group selling skills : Citibank, 1979 : Citibank I B G selling skills.	TX0001490081	11/6/1984
151.	International banking group selling skills, Citibank, 1980.	TX0001360226	1/27/1984
152.	Interpersonal skills.	TX0002053210	4/9/1987
153.	Interpersonal skills : Honeywell.	TX0001812539	4/22/1986
154.	Introduction to effective sales management--Merrill Lynch : Merrill Lynch sales management training and development.	TX0001454410	8/17/1984
155.	Leadership.	TX0002903428	8/31/1990
156.	Leadership : program outline.	TX0002899378	8/31/1990
157.	Leading Across Boundaries: Up, Down, Across and Outside Your Organization (Guidelines, Rules, Outline Preparation Materials, Handouts, Workbook, Wall charts and Facilitator Notes)	TX0007019069	4/21/2008
158.	Leading an effective salesforce : tip cards, scorecards, worksheets, handout, preparation materials, action plan and workbook.	TX0006600331	6/22/2007
159.	Leading change. T	TX0006976441	4/16/2009
160.	Leading Complex Decisions (workbook, action/role plans, handouts, wallcharts)	TX0006958396	2/5/2009
161.	Leading customer focus.	TX0002899297	8/31/1990
162.	Leading customer focus : program outline.	TX0002899377	8/31/1990
163.	Leading Innovation (Action Plan, Outline, Handouts, Workbook and Faclitator Notes)	TX0006813031	8/1/2007
164.	Leading Through Transitions (Facilitator Notes, Coach's Guide, Tool Kit, Outline, Preparation Materials, Charts)	TX0007216825	5/4/2010
165.	Leading with Influence.	TX0007191668	5/18/2010
166.	Life paths.	TX0001357106	1/27/1984
167.	List of components for "The Exceptional producer--Fireman's Fund Insurance Companies 1980 version."	TX0001452016	9/5/1984
168.	List of components for the work agency management/property-liability/life/C N A insurance.	TX0001368377	5/25/1984
169.	Making strategy work.	TX0006077454	12/15/2004
170.	[Management practices update II]	TX0001178576	7/7/1983
171.	Management practices planner and calendar.	TX0001246935	7/7/1983
172.	Management practices program reinforcement, C. F. Industries.	TX0001795348	3/25/1986
173.	Management practices program--C F Industries.	TX0001359980	3/1/1984
174.	[Management practices workshop : bookletized : Prudential insurance]	TX0001273006	9/29/1983
175.	[Management practices workshop : debookletized : Prudential]	TX0001273005	9/29/1983
176.	Management program II : General Reinsurance Corporation.	TX0001794803	3/21/1986
177.	Managing account relationships--General Electric Information Services Company (Geisco) : Geisco Mars program.	TX0001413426	7/3/1984
178.	Managing account relationships--General Electric Information Services Company (Geisco) : Geisco Mars program.	TX0001455670	5/25/1984
179.	Managing and keeping accounts : Marsh & McLennan, Inc. : Marsh & McLennan M K A/E S P.	TX0001423439	7/25/1984
180.	Managing and keeping accounts : Marsh & McLennan, Inc. : Marsh & McLennan M K A/E S P.	TX0001423440	7/25/1984
181.	Managing commitment--St. Joseph Health System.	TX0001794802	3/21/1986
182.	Managing consultative skills : preparation materials, completion certificate, additional skills handouts, pocket tool kit, sales manager's tool kit, facilitator notes, workbook.	TX0006077554	12/15/2004
183.	Managing employee performance--Harris Bank : Harris Bank custom supervising.	TX0001413427	7/13/1984
184.	Managing exceptional sales performance.	TX0002118764	7/14/1987
185.	Managing exceptional sales performance.	PA0000190830	9/15/1983
186.	Managing exceptional sales performance : instructor notes.	TX0001241054	9/15/1983
187.	Managing face-to-face selling skills.	PA0000299531	2/27/1986
188.	Managing for results at McGraw-Hill : the productive sales manager : prepared for McGraw-Hill Book Company / prepared by the Forum Corporation.	TX0001359978	3/1/1984
189.	Managing for results at McGraw-Hill, publishing version.	TX0001357108	1/27/1984
190.	Managing for results--G T E, 1982.	TX0001238395	8/26/1983
191.	Managing for sales results--Bristol Labs.	TX0001359982	3/1/1984

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192.	Managing key accounts.	TX0002052512	4/9/1987
193.	Managing key accounts.	TX0001178481	7/7/1983
194.	Managing key accounts.	TX0001244267	9/15/1986
195.	Managing key accounts : prepared for American Express Company / prepared by The Forum Corporation.	TX0001246918	8/24/1983
196.	Managing key accounts--Levi Strauss & Company : Managing key accounts.	TX0001413428	7/13/1984
197.	Managing professionals, Harris Bank : The Exceptional manager, Harris Bank.	TX0001398210	8/22/1984
198.	Managing sales excellence : Baxter Travenol, American Hospital Supply Division.	TX0001893910	7/21/1986
199.	Managing sales performance : Chemical Bank.	TX0001178298	7/7/1983
200.	Managing sales productivity.	TX0002962356	11/13/1990
201.	Managing sales productivity : program outline.	TX0002958968	11/13/1990
202.	Managing service excellence.	TX0006446619	7/17/2006
203.	Managing Service Excellence (workbook, tipcards, preparation material, wall charts)	TX0006958406	2/5/2009
204.	Managing the banking relationship.	TX0001244172	9/29/1983
205.	Marketing skills.	TX0001718091	11/196/1985
206.	Meeting leader program : course schedule / prepared for The Gillette Company, Personal Care Division.	TX0001273007	9/29/1983
207.	More than selling, the Equitable approach : the Equitable Life Assurance Society of the United States : Equitable face-to-face (G O A)	TX0001754462	1/21/1986
208.	Motivating for sales results : World Book-Childcraft/Field Enterprises : Field Enterprises--motivating for sales results.	TX0001350710	5/16/1984
209.	Motivational management.	TX0001241906	8/24/1983
210.	Motivational selling.	TX0001774056	4/8/1985
211.	Motivational selling role play.	TX0001774057	4/8/1985
212.	NBG training needs analysis research report / prepared by the Forum Corporation.	TX0001799316	2/27/1986
213.	Networking : new strategies for leaders	TX0006080095	12/16/2001
214.	OMA management report--Bristol Myers products.	TX0001787083	3/21/1986
215.	Organization management audit.	TX0001238393	8/26/1983
216.	Organizational performance workshop--Monsanto.	TX0001545117	1/3/1985
217.	Ownership : delivering value through people	TX0006077460	12/15/2004
218.	Performance based management--The Royal Bank of Canada : Royal Bank P B M.	TX0001498455	8/22/1984
219.	Performance management seminar, Continental Oil : Conoco EMP : Conoco PMS.	TX0001357107	1/27/1984
220.	Phase I followup.	TX0001147510	7/7/1983
221.	Planning and control.	TX0001272946	8/24/1983
222.	Planning for key accounts : achieving stronger relationships and revenue with your top clients : preparation materials.	TX0006090287	12/14/2004
223.	Planning for premier accounts.	TX0006081576	12/15/2004
224.	Presentation skills : Gaining Customer Commitment 1998 (worksheets, preparation materials, learning system administrator guide, workbook)	TX0006099821	12/16/2004
225.	Private banking selling program : the Morgan Bank.	TX0002108170	6/12/1987
226.	Program for customer relations--Levitt and Sons, Inc., components list.	TX0001570985	11/13/1984
227.	Program outline	TX0003299659	4/24/1992
228.	PROGRESS : achieving results with customer-focused quality teams	TX0003303283	4/24/1992
229.	PROGRESS : achieving results with customer-focused quality teams : program outline	TX0003299660	4/24/1992
230.	Project planning and control.	TX0001273008	9/29/1983
231.	Providing focus in discussions.	PA0000206620	10/27/1983
232.	Relationship management resurvey--National Westminster Bank U S A.	TX0001545115	1/3/1985
233.	Relationship management : planning guide.	TX0001384170	5/16/1984
234.	Relationship management--National Bank of North America : N B N A relationship management : National Westminster relationship management.	TX0001545110	1/3/1985
235.	Relationship selling--Harris Bank.	TX0001454409	8/17/1984
236.	Report on management meeting climate planning results--Atlantic Companies (one component)	TX0001787082	3/21/1986
237.	Research report--executive overview, employee turnover : an investigation of the causes and	TX0001799315	2/27/1986

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	remedies to turnover of non-American officers of Citibank / prepared by the Forum Corporation.		
238.	Resolving conflict between employees.	PA0000206614	10/27/1983
239.	Running training like a business : delivering unmistakable value / David VanAdelsberg & Edward A. Trolley	TX0004993171	6/2/1999
240.	Sales management development--Hooker Chemical : Hooker M E S P.	TX0001413429	7/13/1984
241.	Sales negotiations.	TX0002279283	3/28/1988
242.	Sales negotiations : administrator guide.	TX0006083811	12/21/2004
243.	Sales negotiations : instructor notes.	TX0006077458	12/15/2004
244.	Sales training program : Morgan Guaranty Trust : Custom tailored face-to-face : Morgan Guaranty.	TX0001423442	7/25/1984
245.	Selling at First Bancorp : FirstBancorp : Relationship selling : FirstBancorp.	TX0001350708	5/16/1984
246.	Senior sales management workshop--Corning Glass Works.	TX0001440247	4/18/1984
247.	Senior-level Selling : Achieving Business Results : facilitator notes, workbooks, administrator guide, preparation materials	TX0006077550	12/15/2004
248.	Strategic Prospecting 1998 (preparation materials, learning system administrator guide, workbook, handouts, instructor notes)	TX0006099822	12/16/2004
249.	Strategic sales management modules 1999 (workbooks, instructor notes, preparation materials for developing a sales force strategy)	TX0006099820	12/17/2004
250.	Supervising/setting standards and objectives.	TX0001471912	8/31/1984
251.	Supervising : people, work, results.	TX0002069368	4/9/1987
252.	Supervisory communications : II--Morgan Guaranty Trust Company.	TX0001359984	3/1/1984
253.	Supervisory communications : I--Morgan Guaranty Trust Company.	TX0001359976	3/1/1984
254.	Targeting your time.	TX0006085653	12/15/2004
255.	Teams and beyond : skills and strategies for Team Leaders.	TX0006080662	12/15/2004
256.	Teams and Beyond : Skills and Strategies for Team Leaders 1996 : team foundations tool kit, improving team to team links, preparation materials, handouts, instructor notes.	TX0006077546	12/15/2004
257.	Telephone representative training : I--Visa/Master Charge manual--Citicorp credit services.	TX0001359985	3/1/1984
258.	Telephone selling skills.	TX0003228859	1/3/1992
259.	Territory and account planning ; Developing creative account strategies.	TX0002117747	7/14/1987
260.	Exceptional manager.	TX0003152344	9/23/1991
261.	Exceptional manager.	TX0001160802	7/7/1983
262.	Exceptional manager : instructor notes.	TX0001160803	7/7/1983
263.	Exceptional manager : prepared for Avon Products, Inc. / prepared by The Forum Corporation.	TX0001244265	9/15/1983
264.	Exceptional manager : program outline.	TX0003152269	9/23/1991
265.	Exceptional manager--Ciba Geigy" components list.	TX0001799319	2/27/1986
266.	Exceptional producer.	TX0001390946	5/16/1984
267.	Exceptional producer/reinforcement : Fireman's Fund.	TX0001384171	5/16/1984
268.	Exceptional producer : fireman's fund American insurance companies : Fireman's fund exceptional salesman.	TX0001350709	5/16/1984
269.	Exceptional sales manager : continental group.	TX0001368869	5/25/1984
270.	Exceptional salesman--C F S Continental.	TX0001440248	4/18/1984
271.	Face-to-face selling skills program : instructor's notes.	TX0001633295	5/20/1985
272.	Strategic implementation process.	TX0003152597	9/23/1991
273.	Time magazine : understanding the managers role/module 1.	TX0002118447	7/14/1987
274.	Understanding motivational needs.	TX0006083812	12/21/2004
275.	Understanding the supervisor's job.	PA0000206619	10/27/1983
276.	United technologies.	TX0002118448	7/14/1987
277.	Winning through sales innovation (administrator guide and game pieces)	TX0006099828	12/17/2004
278.	Relationship selling--American Reinsurance Company components list.	TX0001570986	11/13/1984
279.	Interactive marketing--Arrow Electonics, Inc.	TX0001774539	1/31/1986
280.	Interactive networking : Arrow Electronics, Inc.	TX0001786656	3/25/1986
281.	Interactive planning--Arrow Electonics, Inc.	TX0001774540	1/31/1986
282.	Interactive sales management--Arrow Electronics, Inc.	TX0001800187	11/19/1985

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283.	Interactive selling (inside)--Arrow Electronics, Inc.	TX0001846310	1/31/1986
284.	Interactive selling (outside)--Arrow Electronics, Inc. : components list.	TX0001955219	1/31/1986
285.	Exceptional sales performance--Bankers Trust Company.	TX0001379039	4/5/1984
286.	Coordinating client interactions : Chemical Bank.	TX0001178467	7/14/1983
287.	Establishing client interactions--Chemical Bank : unit 1-6.	TX0001246867	7/7/1983
288.	Performance appraisal--Chemical Bank.	TX0001238394	8/26/1986
289.	Preparing for client interactions : schedule / prepared for Chemical New York Corporation ; prepared by The Forum Corporation.	TX0001246866	7/7/1983
290.	Fasteller users training program : Citicorp Homeowners : Citicorp user training.	TX0001454406	8/17/1984
291.	Digital Equipment Corporation engineering data control system : product knowledge training program.	TX0001786767	1/21/1986
292.	Masters seminar--Digital Equipment Corporation.	TX0001768061	1/21/1986
293.	Custom marketing program--General Foods Corporation : Fundamentals of marketing.	TX0001415632	8/23/1984
294.	Coordinated project selling : Honeywell, Inc.	TX0001423438	7/25/1984
295.	Self-study/recruiter--Human Resource Management, Inc.	TX0001454408	8/17/1984
296.	Defining your job.	TX0001774063	7/8/1985
297.	Mackey, Inc., in-basket exercise.	TX0001810084	4/22/1986
298.	Exceptional salesman integrator and planning guide.	TX0001774062	7/8/1985
299.	Manager's job analysis.	TX0001810085	4/22/1986
300.	Customer focused selling program--J C Penney : J C Penney face-to-face.	TX0001754461	1/7/1986
301.	Product knowledge course--Mellon National Corporation : Mellon bank product knowledge.	TX0001545112	1/3/1985
302.	Creating excellence-Metropolitan Life and Affiliated Companies.	TX0001744431	1/3/1986
303.	"Managing for excellence resurvey--Metropolitan Life and Affiliated Companies" components list.	TX0001799313	2/27/1986
304.	Managing for excellence--Metropolitan Insurance Companies (5-day program) : Metropolitan life, M F E (5-day)	TX0001486731	10/25/1984
305.	Managing for excellence--Metropolitan Insurance Companies (two-day officer overview) : Metropolitan life, M F E (2-day officer)	TX0001486732	10/25/1984
306.	Managing human resources/managing subordinates--Salomon Brothers, Inc.	TX0001241908	8/24/1983
307.	Managing human resources : Influence management planning guide.	TX0001246894	8/24/1983
308.	Advanced management practices : The Equitable Life Assurance Society of the United States : Equitable A M P.	TX0001571805	2/15/1985
309.	Senior management practices program : the Equitable Life Assurance Society of the United States : Equitable SMP.	TX0001454405	8/17/1984
310.	Spectrum sales training program : phase I, introduction to Spectrum : phase II, implementing Spectrum : The Foxboro Company.	TX0001413424	7/3/1984

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No..	Title	Reg. No.	Reg. Date
1.	Advanced Customer Experience Coaching CD, Quick Draw Cards, Handouts, Workbook and Leader's Guide.	SR0000623638	4/10/2008
2.	Advanced Scorecard Coaching (Handouts, Workbook and Leader's Guide)	TX0007000890	4/14/2008
3.	Advancing Customer Connections.	PA0001640374	4/10/2008
4.	Agri lending : I, agrifinance.	TX0001674033	10/7/1985
5.	Agri lending : II, credit analysis.	TX0001674034	10/7/1985
6.	Agri lending : introductory test.	TX0002443361	11/16/1988
7.	Agricultural lending : making credit decisions.	TX0000909084	4/28/1982
8.	Analytical cash flow.	TX0004814733	6/24/1998
9.	Analyzing personal cash flow.	TX0004744785	6/30/1998
10.	Asset conversion cycle workshop : leader's guide.	TX0001287220	2/21/1984
11.	Asset conversion cycle.	TX0000905502	5/14/1982
12.	Basic commercial lending : loans to individuals for non-business purposes / Retail Bank Training Department, Wells Fargo Bank ; developed by Omega Performance Corporation.	TX0000080070	8/3/1978
13.	Branching out for managers : handouts, detailed leader's guide, slides.	TX0006253379	12/23/2005

No..	Title	Reg. No.	Reg. Date
14.	Branching out.	TX0006170384	3/10/2005
15.	Building Customer Connections.	PA0001640382	4/10/2008
16.	Building fee income : a product knowledge system : leader's guide.	TX0004816341	6/30/1998
17.	Building fee income : a product knowledge system.	TX0002472959	1/3/1989
18.	Building fee income.	TX0006140225	3/9/2005
19.	Building Member Connections (Handouts, Workbook and Leader's Guide)	TX0007000920	4/14/2008
20.	Building retail product mastery.	TX0006208879	3/11/2005
21.	Building the winning sales team : participant materials & leader materials.	TX0004798009	9/23/1998
22.	Building the winning sales team.	TX0004744741	6/30/1998
23.	Business development for bankers.	PA0000214225	2/16/1984
24.	Citibank commercial lending workshop : participant handbook.	TX0001698209	10/7/1985
25.	Coach the Coach.	PA0001631131	4/18/2008
26.	Coaching for credit quality.	TX0006139454	3/14/2005
27.	Coaching for results : credit union (workbook, slides, coaching prep list, skill practice)	TX0006085411	3/15/2005
28.	Coaching for results : detailed leader's guide.	TX0006124989	3/10/2005
29.	Coaching for results in the contact center.	TX0006160602	3/10/2005
30.	Coaching Through Change.	TX0006951627	4/21/2009
31.	Collateral evaluation.	TX0006140357	3/15/2005
32.	Commercial account management--lending : self-instructional materials : book I.	TX0000590234	10/4/1980
33.	Commercial Loans to Business.	TX0001432836	9/20/1984
34.	Commercial loans to business : five-day leader's guide.	TX0006140977	3/15/2005
35.	Commercial loans to business : self-instructional materials : book I.	TX0000590239	4/10/1980
36.	Commercial loans to business : self-instructional materials : book I.	TX0000590238	4/10/1980
37.	Commercial loans to business : self-instructional materials : book I.	TX0000590236	4/10/1980
38.	Commercial loans to business : self-instructional materials : book I[-II].	TX0000590057	6/23/1980
39.	Commercial loans to business : self-instructional materials, book I[-IV].	TX0000352920	10/26/1979
40.	Commercial loans to business participant materials (13 booklets)	TX0006412321	7/28/2006
41.	Commercial loans to business three-day leader's guide : answer keys, workbook, overheads, handouts.	TX0006147828	3/14/2005
42.	Commercial Loans to Business Workshop.	TX0001432835	9/20/1984
43.	Commercial loans to business workshop : leader's guide.	TX0001306427	2/16/1984
44.	Commercial loans to business.	TX0006140358	3/15/2005
45.	Commercial loans to business.	TX0004733346	7/6/1998
46.	Commercial loans to business.	TX0002473582	1/3/1989
47.	Commercial loans to individuals : self-instructional materials.	TX0000590237	4/10/1980
48.	Commercial loans to individuals : self-instructional materials.	TX0000590235	4/10/1980
49.	Commercial loans to individuals.	TX0000610099	6/23/1980
50.	Commercial loans to small business administrative guide.	TX0006413174	7/26/2006
51.	Commercial loans to small business participant materials.	TX0006407526	7/26/2006
52.	Commercial loans to small business pretest.	TX0006127338	2/24/2005
53.	Commercial loans to small business three-day leader's guide (answer keys, workbook, overheads, handouts)	TX0006129356	3/14/2005
54.	Commercial loans to small business.	TX0004727008	6/19/1998
55.	Commercial real estate loan analysis : leaders guide & participant materials.	TX0004846400	6/19/1998
56.	Consumer lending : self-instructional materials / Omega.	TX0001035657	11/23/1982
57.	Consumer lending : self-instructional materials.	TX0001037095	11/23/1982
58.	Consumer lending : self-instructional materials.	TX0000896232	4/28/1982
59.	Consumer lending : self-instructional materials.	TX0000590058	6/23/1980
60.	Consumer lending : self-instructional materials.	TX0000391924	11/2/1979
61.	Consumer lending 0605 (pretest, participant materials--9 booklets--workbook, leader's guide--including 7 sessions, pretest and posttest answer keys, and overhead masters)	TX0006412326	7/24/2006
62.	Consumer lending.	TX0004736116	7/2/1998
63.	Consumer lending.	TX0002443831	11/16/1988

No..	Title	Reg. No.	Reg. Date
64.	Consumer lending.	TX0000590241	4/10/1980
65.	Consumer tailored lending : self-instructional materials.	TX0000590240	4/10/1980
66.	Creating Customer Connections (DVD, Scenario Cards, Handouts, Workbook and Leader's Guide)	PA0001617574	4/10/2008
67.	Creating Member Connections (Scenario Cards, Handouts, Workbook and Leader's Guide)	TX0007000907	4/14/2008
68.	Credit relationship management : participant materials.	TX0006139453	3/14/2005
69.	Credit skills assessment.	TX0006153934	3/15/2005
70.	Crossing the line : when professional boundaries are violated.	TX0004764223	7/30/1998
71.	Customer Experience Coaching (DVD, Handouts, Workbook and Leader's Guide)	PA0001630724	4/10/2008
72.	Customized personal loans administrative guide.	TX0001264005	11/23/1982
73.	Developing new business.	PA0000477031	10/11/1988
74.	Developing teller excellence : credit union.	TX0006152354	3/10/2005
75.	Developing teller excellence.	TX0004736485	7/6/1998
76.	Developing teller excellence.	TX0004867411	3/4/1999
77.	Effective sales leadership.	PA0000401325	11/16/1988
78.	Establishing customer relationships : sixteen hours to success.	TX0004839499	9/24/1998
79.	Establishing customer relationships.	TX0004564675	7/2/1998
80.	Establishing member relationships--leader materials.	TX0006208882	3/11/2005
81.	Establishing member relationships--participant materials : reading, workbook, job aid, worksheet.	TX0006407979	3/11/2005
82.	Expanding small business relationships (participant materials, quick draw cards, leader's guide)	TX0006209688	8/9/2005
83.	Financial accounting for bankers.	TX0004727108	6/19/1998
84.	Financial accounting for lenders administrative guide.	TX0006140335	3/15/2005
85.	Financial accounting for lenders leader's guide.	TX0006119052	3/15/2005
86.	Financial accounting for lenders pretest.	TX0006155060	3/15/2005
87.	Financial accounting for lenders workbok.	TX0006155059	3/15/2005
88.	High performance collection learner's guide.	TX0006145851	3/14/2005
89.	High performance sales learner's guide.	TX0006145852	3/14/2005
90.	High performance series administrative guide.	TX0006464926	3/15/2005
91.	High performance TeleConnections learner's guide.	TX0006145853	3/14/2005
92.	High performance TeleSales learner's guide.	TX0006145854	3/14/2005
93.	Home equity lending in Texas participant materials : workbook, self study.	TX0006164529	3/14/2005
94.	Home equity lending in Texas.	TX0004821069	6/30/1998
95.	Leading the winning sales team.	TX0004736410	6/24/1998
96.	Leading the winning sales team.	TX0004866613	9/24/1998
97.	Loan documentation.	TX0006159260	3/15/2005
98.	Loan documentation.	TX0004745047	7/6/1998
99.	Loan management : minimizing problem loans.	TX0006139455	3/15/2005
100.	Making credit decisions.	TX0001384722	7/13/1984
101.	Managing for resulets in the contact center.	TX0006085443	3/14/2005
102.	Managing in-store selling.	TX0006219242	3/11/2005
103.	Managing successful sales and service.	TX0004776376	6/30/1998
104.	Managing successful sales and service.	TX0004753144	7/6/1998
105.	Managing telelphone member service.	TX0006208891	3/11/2005
106.	Managing telephone customer service.	TX0004690078	6/30/1998
107.	Maximizing call power--financial partner 2 day workshop : detailed leader's guide, customer scenarios, slides, job aid card, statement cards, resource guide, workbook, productivity tools.	TX0006215235	3/10/2005
108.	Maximizing inbound sale : quick draw cards, slides, handouts, administrative guide, workbook, detailed leader's guide.	TX0006165420	3/14/2005
109.	Maximizing outbound sales : credit union, job aid, demonstration dialogue, handouts, slides, workbook, detailed leader's guide.	TX0006147970	3/14/2005
110.	Maximizing outbound sales : job aid, handouts, slides, administrative guide, workbook, detailed leader's guide.	TX0006139997	3/14/2005

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111.	Minimizing problem loans and lender liability.	PA0000399123	10/11/1988
112.	Navigating Through Change.	TX0006988924	4/21/2009
113.	Negotiating financial partnerships : job aid cards, worksheets, workbook, resource guide, appendix, skill practice, slides, detailed leader's guide.	TX0006128076	3/4/2005
114.	Negotiating financial partnerships.	TX0004729696	7/6/1998
115.	Negotiating skills for bankers.	PA0000400745	11/16/1988
116.	Performance Planning Session (Instructional Guidelines, Handouts and Planning Guide)	TX0007000933	4/14/2008
117.	Power coaching.	TX0006125035	3/9/2005
118.	Power coaching.	TX0004814641	7/6/1998
119.	Power coaching--wealth management.	TX0006208892	3/11/2005
120.	Preferred customer tailored lending.	TX0001035658	11/23/1982
121.	Provide quality service!	TX0004764222	7/2/1998
122.	Reinforcing loan decision skills : leader's guide.	TX0006142021	3/14/2005
123.	Reinforcing loan decision skills workbook.	TX0004843426	12/23/1998
124.	Relationship referrals teller video lab.	TX0006119185	3/10/2005
125.	Relationship selling platform video lab : skill practice sheets, leader's guide, participant self-study workbook.	TX0006139987	3/10/2005
126.	Relationship selling/relationship referrals manager-led implementation : participant materials, leader materials, handouts, role plays, skill practice	TX0006221733	3/11/2005
127.	Results coaching (meeting packet, handout, slides, workbook, resource guide, leader's guide)	TX0006147578	3/15/2005
128.	Retail sales performance system.	PAu000685500	11/14/1984
129.	Retaining the upset customer : workbook, job aid, detailed leader's guide, slides, handout.	TX0006246201	8/22/2005
130.	SCORECARD COACHING.	PA0001640384	4/10/2008
131.	Selling consumer credit.	TX0004564676	6/30/1998
132.	Selling to achieve results.	TX0006119030	3/9/2005
133.	Serving the telephone customer.	TX0004814640	7/2/1998
134.	Serving the telephone member.	TX0006119028	3/11/2005
135.	Small business prospecting.	TX0006125034	3/9/2005
136.	STAR : selling to achieve results.	TX0004814250	7/24/1998
137.	Strategic Team Meetings.	TX0006962830	4/10/2008
138.	Successful in-store selling.	TX0004744742	7/6/1998
139.	Systematic collections : administrative guide.	TX0002448902	11/16/1988
140.	Systematic collections : self-instructional materials.	TX0000896193	4/28/1982
141.	Turning service into sales : job aid, slides, handouts, administrative guide, workbook, detailed leader's guide.	TX0006158299	3/14/2005
142.	Turning services into sales : credit union.	TX0006140976	3/14/2005
143.	Understanding business cash flow.	TX0004727107	6/24/1998
144.	Understanding business cash flow.	TX0002473586	1/3/1989
145.	Understanding business cash flow.	TX0001674032	10/7/1985
146.	Understanding personal cash flow : workbook.	TX0006147969	3/14/2005
147.	Understanding personal cash flow.	TX0006219246	3/14/2005
148.	Welcome to coaching for results in the contact center	TX0006106991	3/4/2005

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No.	Title	Reg. No.	Reg. Date
1.	Change Anything Participant Toolkit	TX0007547592	7/16/2012
2.	Crucial Confrontations Participant Toolkit	TX0007555816	7/16/2012
3.	Crucial Conversations Participant Toolkit	TX0007547587	7/16/2012
4.	Influencer Participant Toolkit	TX0007547590	7/16/2012
5.	Audio Companion Crucial Conversations	SR0000720989	12/27/2012
6.	Change Anything Audio Companion	SR0000712195	10/23/2012
7.	Crucial Confrontations Audio Companion	SR0000712196	10/23/2012
8.	Influencer Audio Companion	SR0000712194	10/23/2012

No.	Title	Reg. No.	Reg. Date
9.	Change Anything	TX0007451153	11/22/2011
10.	Influencer: the new science of leading change, revised and updated second edition	TX0007710645	5/30/2013
11.	Crucial conversations : tools for talking when stakes are high / by Kerry Patterson, Joseph Grenny, Ron McMillan, Al Switzler	TX0005575222	7/24/2002
12.	Crucial conversations: tools for talking when stakes are high, second edition	TX0007423673	9/6/20111
13.	Crucial confrontations : tools for resolving broken promises, violated expectations, and bad behavior / Kerry Patterson, Joseph Grenny, Ron McMillan, and Al Switzler	TX0006082334	12/20/2004
14.	Influencer: the power to change anything 0-07-148499-x.	TX0006857665	11/19/2007

Owned by IPS Learning, LLC

No.	Title	Reg. No.	Reg. Date
1.	Strategic execution framework	TXu001224555	7/19/2004
2.	Project management mastery : instructor guide	TXu001339598	3/28/2007
3.	Project management mastery : participant guide.	TXu001339597	3/28/2007