

TERRENCE GARGIULO, MMHS

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FEEDBACK FROM RECENT PARTICIPANTS

“The best instructor in a work environment I have encountered, Bravo! Terrence”

“The instructor was engaging and encouraged participation.”

“I would take a course from this instructor anytime because I would trust his ability to challenge me”

“Great person – understands audience and works with us, gave us extreme comfort level which made the course open and very interactive.”

“Terrence was very effective in facilitating the course. He is very in sync with the class participants. He was able to bring out communicating techniques from within myself. He has given me confidence.”

“He is very articulate and knowledgeable and especially on the spot, he is very effective and provides useful information that is practical.”

List of Workshops:

Below is a list of workshops I have delivered. These are proprietary workshops that can be delivered, licensed for internal use, and customized. All workshops include follow-up with participants.

Building Business Acumen	Developing Breakthrough Communication Skills	Story-Based Facilitation
Stories at Work: Using Stories to Improve Communications and Build Relationships	Consultative Listening	On Cloud Nine: Weathering Generational Issues in the Workplace
Influence Skills	Leadership Through Stories: Building a Communications Toolbox	Professional Excellence
Time Management	Team Building	Active Listening Skills
Consultative Selling	Conflict Resolution	Virtual and Remote Teams
Performance Management	Story-Based Coaching Skills	Instructional Design with Stories

Facilitation:

- Strategic Planning
- Off Site Leadership Retreats
- Project Kick-Offs
- Focus Groups
- After Action Reviews
- Conflict Resolutions
- Creativity and Idea generation

Organizational Development:

- Change management
- Design of large scale communication strategies
- Creation of group processes
- Cultural audits
- Development and administration of 360 Degree Feedback Surveys
- Implementation of story-based knowledge management initiatives
- Competency Modeling
- Creation of learning and internal certification initiatives to support business objectives
- Story ScrapBooking™

Leadership Development & Executive Coaching:

Assess the unique collection of leadership qualities required to execute and achieve an organization's short term and long term objectives. All leadership development begins with MAKINGSTORIES.net's Story-based Communication Competency Assessment (a proprietary psychometric instrument based on research with Fortune 500 companies – that can be administered as a 360 degree feedback tool or implemented as a coaching tool).

Instructional Design:

All instructional design is approached with a performance improvement focus. Any instructional design includes a measurement and evaluation plan. Designs run the gamut from traditional instructor led programs, blended learning solutions, job aids, simulations, case studies, workshop activities, and incorporation of story-based tools or activities into existing courses.

Keynoting:

Engage me as a speaker at corporate events. Topics and talks are customized for the occasion.