



This is to certify that

SUDHIR KAUSHIK

has successfully completed

**Understanding Your New Role: Stepping Up to
Management - Module 1**

Date:
Aug 28, 2013

President:
Paul Krause

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SUDHIR KAUSHIK

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**Working Through Others: Stepping Up to
Management - Module 2**

Date:
Aug 30, 2013

President:
Paul Krause

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SUDHIR KAUSHIK

has successfully completed

**Managing Performance: Stepping Up to
Management - Module 3**

Date:
Oct 10, 2013

President:
Paul Krause

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has successfully completed

**Organizing Resources, Meetings and Time:
Stepping Up to Management - Module 4**

Date:
Oct 11, 2013

President:
Paul Krause

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**Managing a Group: Stepping Up to Management -
Module 5**

Date:
Oct 11, 2013

President:
Paul Krause

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**Supporting Your Boss and Organization: Stepping
Up to Management - Module 6**

Date:
Oct 11, 2013

President:
Paul Krause

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**Networking with Colleagues: Stepping Up to
Management - Module 7**

Date:
Oct 11, 2013

President:
Paul Krause

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**Evolving as a Manager: Stepping Up to
Management - Module 8**

Date:
Oct 11, 2013

President:
Paul Krause

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Having Tough Talks

Date:

Jun 11, 2011

President:

Paul Krause

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Managing Conflict (Includes Simulation)

Date:
Aug 15, 2011

President:
Paul Krause

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Mastering Cold Calls (Second Edition)

Date:

Jan 31, 2014

President:

Paul Krause

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**Mastering the Manager's Job 2: Developing
Managerial Skills (Includes Simulation)**

Date:
Jan 31, 2014

President:
Paul Krause

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Negotiating for the Sales Professional (Second Edition)

Date:

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Paul Krause

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**Presenting Your Ideas Effectively (Includes
Simulation)**

Date:
Jun 21, 2011

President:
Paul Krause

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**Project Management Professional (PMP)®
Certification: Fourth Edition - Comprehensive**

Date:
Feb 5, 2012

President:
Paul Krause

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This is to certify that

SUDHIR KAUSHIK

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Qualifying Sales Prospects (Second Edition)

Date:
Jan 31, 2014

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Paul Krause

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**Sales Territory Management 1: Understanding
Your Territory**

Date:
Apr 15, 2011

President:
Paul Krause

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Sales Territory Management 2: Organizing Your Time

Date:
Apr 15, 2011

President:
Paul Krause

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Selling Your Ideas to Your Organization

Date:
Feb 6, 2012

President:
Paul Krause

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**Selling Yourself Without Selling Out: A Guide to
Ethical Self-Promotion**

Date:
Feb 9, 2013

President:
Paul Krause

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Basics of Effective Communication (Second Edition)

Date:
Jul 6, 2009

President:
Paul Krause

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**Basics of Effective Selling (Second Edition)
(Includes Simulation)**

Date:
Jan 31, 2014

President:
Paul Krause

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Be An Effective Facilitator (Includes Simulation)

Date:
Jan 31, 2012

President:
Paul Krause

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**Building Dynamic Business Teams (Includes
Simulation)**

Date:

Jan 13, 2011

President:

Paul Krause

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Building Strong Customer Relationships (Second Edition) (Includes Simulation)

Date:
Jan 31, 2014

President:
Paul Krause

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Coaching Essentials (Includes Simulation)

Date:
Mar 19, 2011

President:
Paul Krause

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**Coaching for Results 1: Laying the Groundwork
(Includes Simulation)**

Date:
Aug 28, 2013

President:
Paul Krause

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**Coaching for Results 2: Working Towards Change
(Includes Simulation)**

Date:
Aug 28, 2013

President:
Paul Krause

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**Coaching in the Workplace: Coaching for
Performance (Includes Simulation)**

Date:
Aug 28, 2013

President:
Paul Krause

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**Coaching in the Workplace: Establishing a
Coaching Relationship (Includes Simulation)**

Date:
Aug 28, 2013

President:
Paul Krause

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Consulting Skills 1: The Basics

Date:

Jan 30, 2014

President:

Paul Krause

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**Consulting Skills 2: Marketing, Building, and
Expanding**

Date:
Jan 30, 2014

President:
Paul Krause

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Dealing with Priorities

Date:
Feb 3, 2012

President:
Paul Krause

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Delegating (Second Edition) (Includes Simulation)

Date:
Feb 5, 2014

President:
Paul Krause

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**Developing Ethical Leadership Skills (Includes
Simulation)**

Date:

Jan 4, 2014

President:

Paul Krause

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**Developing Yourself as a Leader (Includes
Simulation)**

Date:
Mar 18, 2011

President:
Paul Krause

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Feedback That Works

Date:
Feb 13, 2012

President:
Paul Krause

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**Get The Most Out of Your Meetings (Includes
Simulation)**

Date:
Aug 15, 2011

President:
Paul Krause

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**Getting the Most Out of Your Day (Includes
Simulation)**

Date:
Feb 4, 2012

President:
Paul Krause

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Giving Constructive Feedback

Date:
Feb 9, 2013

President:
Paul Krause

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Solving Problems Logically (Includes Simulation)

Date:
Aug 15, 2011

President:
Paul Krause

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**Working With Consultants 1: Sourcing Consultants
(Includes Simulation)**

Date:
Dec 29, 2013

President:
Paul Krause

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**Working With Consultants 2: Working on a
Consultant Managed Project (Includes Simulation)**

Date:
Dec 30, 2013

President:
Paul Krause

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**Working With Consultants 3: Concluding a
Consulting Assignment (Includes Simulation)**

Date:
Jan 4, 2014

President:
Paul Krause

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has successfully completed

Working With Difficult People (Includes Simulation)

Date:
Jun 30, 2011

President:
Paul Krause

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