

## Formavision's newsletter for trainers & training resource managers

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For new DVDs and videos visit <http://www.formavision.com/newvo.html>

On line DVD VOD Catalogues [in English](#)

On line DVD VOD Catalogues [in French](#)

### Managing Me



"It's not what happens to you, but how you react that matters."

[View a sample using Windows Media Player!](#)

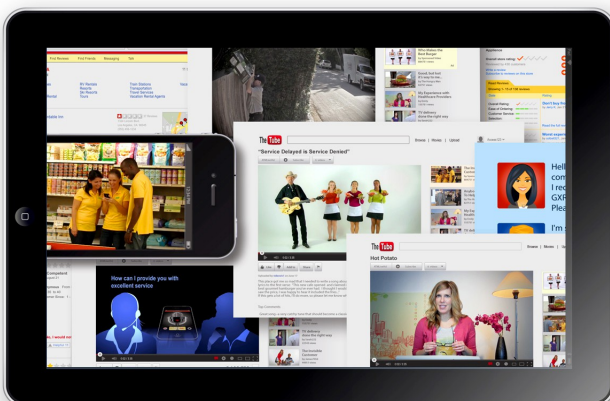
As the leader of any group, problems are inevitable. So...how do you react? Do you lead with your gut...or your head?

When problems arise at work, he can choose to react with either impulse or reason.

As each situation plays out, the better reaction is clear. Viewers recognize that how you react often has a far greater impact on morale, on retention, on productivity--than any specific problem ever could.

**The key to managing other people is learning how to manage you.**

### Customer Service Gone Viral



It used to be when someone received bad service, they would tell a few friends...now, they tell the world."

You can't help but notice that almost everything we do now has a chance of being recorded, reviewed and presented to the entire planet. Without question, **customers are making their buying decisions based on what they see online.** This new kind of customer feedback puts service providers in a very vulnerable position, but there is something you can do about it.

## Talk Isn't Cheap!



**Poor communication costs money.** Using the skills demonstrated in this video, viewers will communicate more clearly and reduce unnecessary costs in time, morale and money...

[View a sample using Windows Media Player!](#)

The video also dramatically illustrates the significant expense of careless communication errors. The cumulative cost of these, sometimes small, sometimes devastating, errors can chisel away at a company's profitability.

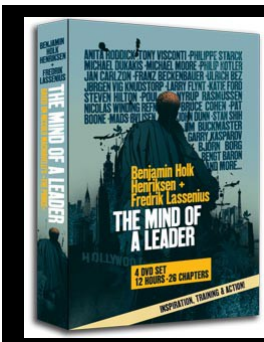
## Would I Inspire Me?



When workers know their work makes a difference, productivity rises and so does job satisfaction.

*Psychology Today, "Making a Difference at Work"*

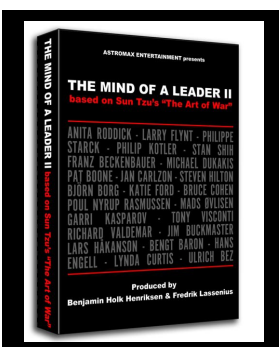
[The Would I Inspire Me?](#) video program gives viewers practical ways to make work life more meaningful, productive, and rewarding for themselves and their team.



## The Mind of a Leader based on Niccolò Machiavelli's 'The Prince'

'The Mind of a Leader' is an international cutting-edge leadership project led by Benjamin Holk Henriksen and Fredrik Lassenius. Interviews with 34 international top leaders and experts from different cultures and trades all over the world on how they deal with the very sensitive and controversial issues raised in Niccolò Machiavelli's timeless masterpiece: 'The Prince' (Italy, 1513) and Sun Tzu's 'The Art of War' (China 500 B.C.).

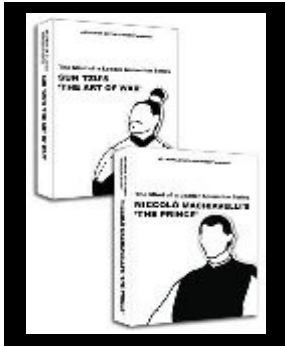
The result is the 26 chapter documentary series ['The Mind of a Leader I'](#)



## The Mind of a Leader II based on Sun Tzu's 'The Art of War'

24 famous international top leaders and experts within business, politics, art, sports, organized crime, philanthropy and health care are united in a timeless and universal documentary about leadership, ethics and visions. The topics discussed are closely related to the issues raised in the 13 chapters of Sun Tzu's masterpiece: "The Art of War" (China, 500 B.C.) one of the oldest preserved strategic dissertations on the science of warfare.

["The Mind of a Leader II"](#) is an outstanding training & development tool.



### [The Mind of a Leader Animation Series](#)

The Mind of a Leader Animation Series gives you an illustrated and easily accessible introduction to each chapter of the controversial Renaissance masterpiece [The Mind of a Leader based on Niccolò Machiavelli's 'The Prince'](#) and the strategic cornerstone work [The Mind of a Leader II based on Sun Tzu's 'The Art of War'](#)

The series incorporates modern symbols to enhance the understanding of the original text and state its relevance from a modern perspective.

### **Fish is yet again our bestselling title in 2013**

A client posted a great video on [FISH! For Schools, check it out:](#)  
Details <http://www.formavision.com/osvo4.html>

### **Special Prices for Education Nationale, Universities, Afpas, Small Companies 1 to 10 employees and Language schools**

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