

COURSE CATALOGUE

2022





DR. CLAUDETTE MORGAN-SCOTT

Founder and CEO of Morgan Scott Management Consultants LLC, Dr. Claudette Morgan-Scott, has been in the management field for over 25 years with a specialization in business education and development. Through her wealth of business acumen and global perspective, Dr. Scott brings a unique opportunity to her clientele by empowering their company vision through the lens of service to a worldwide marketplace.

Leveraging her experience as an Adjunct Professor at Texas A&M, a Global Speaker, and Business Leader, Dr. Scott has been instrumental in developing humanitarian programs, promoting social justice, and training leaders around the world.

Whether you seek to start a new business, grow, or scale an existing one, Dr. Scott will empower you to emerge with a clear vision, plan of action, and the disciplines and leadership skills to expand both locally and globally.

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[HTTPS://WWW.MORGANSCOTTMANAGEMENT.COM/ABOUT](https://www.morganscottmanagement.com/about)

CONTENT

Leadership

Page

- Leaders On The Frontline Global Network (LFGN) 5
- Developing Effective Management Skills 5
- The 21 Irrefutable Laws Of Leadership 6
- The 15 Invaluable Laws Of Growth 6
- Everyone Communicates Few Connect 7
- How To Become A Real Success 7
- Leadership Coaching 8
- The Leadership Challenge 8
- Introduction To Coaching Skills For Managers And Team Leaders 9
- Decision Making And Problem Solving 9
- Developing Effective Management Skills 10
- Introduction To Emotional Intelligence 10
- Leading Change 11

Business

- Mastermind Groups, 12
- Communication And Conflict Resolution 12
- Becoming A Person Of Influence 13
- Diversity In The Workplace 14
- Effective Teams 14
- Creating Intergenerational Cohesiveness (CIC) 15

Kingdom Building

- Vision Masterclass (VMC) 16
- Empowering Queens Initiative Program (EQIQ) 17

CAPABILITY STATEMENT

Founded in 2008, Morgan Scott Management Consultant, LLC (MSMC) is a privately owned for-profit management consulting business and is a Limited Liability Company. Business consultation is concentrated primarily in the service industries focusing on Local, State, and Federal governmental products and services. MSMC offers services to corporate and non-profit organizations. We Develop Human Capital, Improve Financial Capital, and Strengthen Organizational Structures. We have been able to produce dynamic results in each sphere. We provide business plans,

organizational analysis, and tax products. Our repertoire includes assisting start-up, strategy development, leader development, expansion advisement, and organizational structuring and efficiency. Receive results oriented high-quality professional services now.

DUNS: 039781103 **CAGE:** 8GSF4

NAICS Codes Selected:

541611 - Administrative Management and General Management Consulting Services

611430 - Professional and Management Development Training

541613 - Marketing Consulting Services

Business Types: HUB Certified. Economically Disadvantaged Women-Owned Small Business (EDWOSB)

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LEADERSHIP

LEADERS ON THE FRONTLINE GLOBAL NETWORK – LFGN

MSMC mentors, guides, supports and provides coaching for emerging twenty-first century leaders in the global marketplace. The Leaders Frontline Global Network is a support system for leaders in corporate, non-profit and faith-based organizations across the globe. The individual needs of each leader will be assessed at the initial consultation.

Duration: Negotiable

DEVELOPING EFFECTIVE MANAGEMENT SKILLS

This course identifies a track to successful leadership. The course presents ten principles of effective leadership that will build desired results, relationships and quality of life. This presentation will motivate the team, enabling them to bring new ideas and energy to the workplace. The course recognizes that individuals who bring vision, competence, confidence, and an ability to execute the work are likely to succeed in whatever endeavors they pursue.

This information is a must for all leaders. The two-day Power Steps, 10 Principles of Leadership workshop will provide participants with the tools to make management plans, obtainable personal and professional goals to will help individuals to successfully achieve positive results.

Duration: 2 days

THE 21 IRREFUTABLE LAWS OF LEADERSHIP

“Everything rises and falls on leadership.” This course covers 21 principles that help you to become a more powerful and effective leader.

These principles were derived from John Maxwell’s insights from over 40 years of leadership successes, mistakes, and observations. Maxwell’s interactions with leaders in business, politics, sports, and the military, helped him to carve out the principles that would navigate others to leadership success.

This course aims to provide leadership laws that will help solidify accomplishments in every facet as a leader.

Duration: 3 Days

THE 15 INVALUABLE LAWS OF GROWTH

In order to maximize full potential, one must be intentional about personal growth. This course allows the participants to understand how personal growth works, and how to develop oneself to become a more effective and fulfilled individual. You can expect to build a sense of purpose and become more established in every area of life.

Duration: 2 Days



EVERYONE COMMUNICATES FEW CONNECT

“Only One Thing Stands Between You and Success. It Isn’t Experience. It Isn’t Talent.”

While it may seem like some people are naturally born with it, the fact is anyone can learn how to make every communication an opportunity for a powerful connection. In Everyone Communicates, Few Connect, MSMC will share John C. Maxwell’s philosophy about the Five Principles and Five Practices to develop the crucial skill of connecting, including:

- o Finding Common Ground
- o Keeping Your Communication Simple
- o Capturing People’s Interest
- o Inspiring People
- o Staying Authentic in all Your Relationships

This course aims to provide concepts and tools to connect within your personal, professional, and family relationships.

HOW TO BECOME A R.E.A.L. SUCCESS

Relationships, Equipping, Attitude & Leadership

Success is not a destination. It is a process. It is a lifelong strategy of building on strengths, minimizing weaknesses, and focusing on the points of life that are most important. In How to be a REAL Success, the course will help you understand the keys needed to succeed in life. Whether a civil servant or a corporate executive, one will achieve great things by understanding four very important success-building areas: Relationships, Equipping, Attitude, and Leadership.

Duration: 2 Days



LEADERSHIP COACHING

Coaching is a customized one-on-one approach to maximizing results in an individual's business and life.

This coaching course aims to provide the leader with the ability to understand oneself. From this benchmark, you will be presented with a fresh perspective combined with your existing one. This will stretch and summon you to gently see a more empowering way. As a certified John Maxwell coach, we can see present obstacles and ways that you can overcome. Coaching is foreseeing, paving the way, coming alongside you while helping you achieve goals and overcome limiting paradigms.

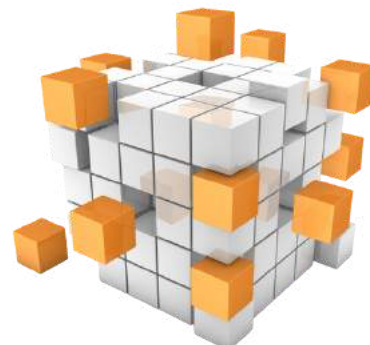
Duration: Negotiable

THE LEADERSHIP CHALLENGE

The Leadership Challenge is a renowned leadership model developed by the leadership and management consultants of Kouzes and Posner. The Leadership Challenge provides a 360-degree participant assessment, along with an understanding of the five leadership practices. The leadership practices include: Model the Way, Inspire a Shared Vision, Challenge the Process, Enable Others to Act and Encourage the Heart.

The Leadership Challenge will cultivate hidden leadership abilities and bring them to the forefront.

Duration: 2 Day





INTRODUCTION TO COACHING SKILLS FOR MANAGERS AND TEAM LEADERS

This course is designed to instruct participants in the core coaching skills and tools used by managers and team leaders. Participants will learn a basic coaching conversation model, review key coaching applications (high performer, low performer, etc.) and learn how to focus the coaching on productivity and performance improvement.

Duration: 1 Day

DECISION MAKING AND PROBLEM SOLVING

This course is designed for decision-makers and problems solvers who operate in the capacity of managers, supervisors, and team leads. The course will help participants discover their strategic decision-making styles, patterns, and problem-solving capabilities. Once the participants discover their decision making and problem solving approach, they will be able to share their techniques with colleagues.

Duration: 2 Days



DEVELOPING EFFECTIVE MANAGEMENT SKILLS

This course will introduce the role of management and core management processes. The key topics include planning, organizing, motivating, managing change, managing performance, delegation, team-building, and communication.

Participants will receive an introduction to SBI Leadership Model and practice applying this model in role plays and case studies. Participants will create a personal development plan for themselves and a plan for performance improvement in their units.

Duration: 5 days

INTRODUCTION TO EMOTIONAL INTELLIGENCE

This course is designed to provide an overview of the importance of emotional intelligence. Managers can use the techniques to motivate and build effective work relationships. The participants of this course will conduct a self-assessment of their EI knowledge and practice self-awareness and communication expertise.

Duration: 1 day



LEADING CHANGE

This course introduces participants to state-of-the-art models for achieving change in the public and private sectors. Participants will review selected classic change models and then apply these models in analyzing what is working and not working for the organization. Participants will also be introduced to a model for understanding resistance as a force that can support the change effort.

Participants will review the core skills and characteristics of “Effective Change Leaders” and conduct a self-assessment. The instructional techniques include lectures, case studies, role-plays, and action planning.

Duration: 2 Days



BUSINESS

MASTERMIND GROUPS

There is an exhilaration and anticipation that participants bring to a mastermind group. The facilitated groups offer an array of business orchestration, peer brainstorming, and empowerment. The sessions are presented in a group setting designed to encourage business excellence. The masterminds will help you achieve success!

The Mastermind Experience will:

- o Provide tools for growth and confidence building
- o Sharpen your business and personal skills
- o Provide an essential support network
- o Give credible feedback, advice, and insight
- o Provide network opportunities
- o Give access to leadership accountability and plan execution
- o Exploration of self-strengths, challenges, and mastery

Duration: Negotiable

COMMUNICATION AND CONFLICT RESOLUTION

This topic is designed to assist the participants in understanding the process of communicating, and how to enhance the effectiveness of that process. Participants are also introduced to two areas that contribute to leadership effectiveness: listening and effective communication when conflict is present. The course will identify five conflict resolution styles and respond to conflict situations using a collaborative resolution style.

Duration: 1/2 Day

BECOMING A PERSON OF INFLUENCE

Whatever vocation or aspiration, becoming a person of influence increases the impact on others' lives. The tools provided in this class will help you learn simple, insightful ways to interact more positively with others. Participants will be able to gauge their personal and organizational success as they experience growth exponentially. This course aims to ensure the following:

- o Managers will see their employees respond with new enthusiasm
- o Parents will connect with their children on a deeper level
- o Coaches will see their clients blossom
- o Speakers will connect with greater audiences
- o Salespeople will break records
- o Teachers will find new vigor in spreading knowledge

This is a course you do not want to miss!

Duration: 1 Day





DIVERSITY IN THE WORKPLACE

In this workshop, participants will examine the role of the manager/supervisor in creating an inclusive high performance workplace. Participants will review a contemporary model for diversity and acquire an understanding of inclusivity and the standard and emerging dimensions of diversity. Other topics include an appreciative dialogue in which participants explore how their past impacts the assumptions and beliefs that they have about differences.

Participants will also review basic management tools and processes to effectively manage diversity and performance. Learning activities include role-plays and case studies, peer feedback, personal case studies, and action planning.

Duration: 1 Day

EFFECTIVE TEAMS

This workshop is designed to introduce participants to the skills and tools used by high-performing teams. Topics will include identifying and clarifying team objectives, goals, values, and outcomes; meeting management and decision making; conflict management; team leadership models and building support through networks with other stakeholders in the organization; instructional methods include role-plays, simulations, team-learning games, and videos and peer-feedback.

This course is recommended for intact work teams and can be conducted in a retreat setting or as a stand-alone workshop.

Duration: 2 Days | 1 Day | 1/2 Day

CREATING INTERGENERATIONAL COHESIVENESS - CIC

This course is designed to help you and your organization to navigate the intergenerational differences in your professional space. Our goal is to facilitate team-building activities that provide work groups with strategies for that will facilitate cohesiveness. The course offers a forum to ask and answer these questions:

- o Who are the generations and what are their unique contributions to the workforce?
- o What intergenerational issues are you having in your organization and what are some ways that you can work together to overcome them?
- o What motivates each generation to contribute to your organization?
- o What are some potential solutions and success stories for recruitment/retention and knowledge transfer among the generations?

This workshop is a chance for you to explore a significant phenomenon that will shape your workforce for the foreseeable future.

Duration: 1 Day



KINGDOM BUILDING

VISION MASTERCLASS - VMC

The Vision Master-Class is for every leader in the global marketplace, private firms, non-profit and faith-based organizations. The course will provide the tools that will help to identify the organizational vision and embrace the calling of the individual purpose and assignment.

The Vision Masterclass develops concepts and models that every leader or visionary needs to know. The Masterclass will ensure success in building their business, and progress from dreams to tangible manifestation.

The course aims to ignite the passion of the participants to fulfill their purpose by providing a blueprint that will help them to cultivate their vision.

Duration: 3 Days

MASTERCLASS

EMPOWERING QUEENS INITIATIVE PROGRAM – EQIP

The Empowering Queens Initiative Program was designed specifically with displaying the strength of women on a world stage. The program equips women to display the power the hold on the “seven mountains of influence”. These influences will be use through:

1. Arts and Entertainment
2. Government
3. Education
4. Business
5. Family
6. Media
7. Spirituality

After completing the program, women will be placed on a path to long-lasting business success; improve the quality of life for their families; and create a legacy of prosperity.

The course aims to create a gender-equitable society, through empowering women socially, economically and politically to participate in the global market. The course empowers, trains and equips every woman to be successful in organizational leadership and business.

Duration: 2 Days