

## CEDIA EXPO Workshop Discounts!

A line-up of industry experts will be offering workshops for everyone from business owners and managers to designers and integrators. Don't miss the opportunity to learn from industry veterans with first-hand knowledge. Check out the discounts on some of these great educational offerings!



### ESB095 A Simple Guide to Turning a Profit as an Electronic Systems Contractor

Special CEDIA EXPO Offer: Save \$246

~~\$495~~ \$249

Leslie Shiner, The ShinerGroup

The perfect opportunity to learn about financial management and process operations of your company!



### ESD075 Intensive Home Theater Acoustics

Special CEDIA Offer: Save \$125

~~\$599~~ \$474

Anthony Grimani, Performance Media Industries, Ltd.

This workshop is recommended for home theater designers and technicians. It covers all aspects of acoustics relevant to high performance home theater design and construction.



### ESD080 Home Theater Design Essentials for Integrators Workshop

Special CEDIA EXPO Offer: Save \$150!

~~\$595~~ \$445

Sam Cavitt, Media Environment Design, Inc.

This full-day home theater design and project management workshop delivers the essential information from acoustic principals and system design to project management.



### ESD098 Practical Guide to Home Theater Audio

Special CEDIA Offer: Save \$200

~~\$499~~ \$299

Joel Rosenblatt, A/V Marketing Consultants

Today you can't afford to waste your precious time or money; value is critical to every decision you make. This course will provide you with an enormous amount of **useful, practical and usable** home theater audio related information. And, at its newly reduced price, there simply is no better value at Expo. Sign up today!



### ESPM SUCCESSFUL PROJECT MANAGERS ARE PROACTIVE, NOT REACTIVE

The quality that separates the most successful leaders from their peers is *emotional intelligence* - the ability to understand, manage, and respond effectively to one's own

emotions and the emotions of others. The first step in developing emotional intelligence is *self-awareness*; the first step in mastering one's self-awareness is *personal responsibility*. This year at EXPO, a full day workshop entitled ***Taking Responsibility*** will be offered to help those responsible for aligning projects with organizational goals meet, conquer, and transcend challenges, thereby becoming true leaders in their personal & professional lives . Attendees will learn to live from their vision and purpose rather than being reactive to circumstances, events, and other people. They will learn how changing their personal behavior & acting from their priorities will enable them to coach, facilitate and empower rather than control and direct. We will also discuss ways to improve interpersonal and face-to-face communication skills, giving project managers the tools to collaborate, make decisions, and solve problems more effectively.

CEDIA University has teamed up with a member of our ESPM school's foundation building leadership group to host this interactive and game changing workshop. Sign up now and take advantage of our recently announced price break to gain valuable insight from a PMI certified project manager. Maximize the return on your training dollars by learning how *personal responsibility, self-awareness, and emotional intelligence* will help you make effective use of your experience and CEDIA University education.

### **ESPM032 Taking Responsibility: How to Be Proactive, Not Reactive**

Special CEDIA Offer: Save \$100

~~\$595~~ \$445

Keith Cottrell, Electronics Design Group

Attendees will learn to live from their vision and purpose rather than being reactive to circumstances, events, and other people. They will learn how changing their personal behavior & acting from their priorities will enable them to coach, facilitate and empower rather than control and direct.