

PUR-02776 HCI

CONTRACT EXPIRATION- 3/2023

RENEWALS- (2) Two (1) Year Options

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**Pricing for Coaching Services**

<b>Multi-level Coaching</b>	<b>Per Hour</b>	<b>Six Month</b>	<b>Nine Month</b>	<b>Twelve Month</b>
Standard Pricing	\$275	\$6,875	\$9,075	\$10,725
<i>State University System Discount of 20%</i>	\$220	\$5,500	\$7,260	\$8,580
<i>Five (5) Client Cohort</i>	<i>5% Additional SUS Discount</i>	\$5,225	\$6,897	\$8,151

*Note:* For the cohort of five (5) coaching clients, the clients must all begin coaching within the same six to twelve-month period under a single contract for all five (5) together for the discount to apply. The Hogan Challenge Report is included in all coaching. The Echospans 360 (a 360 feedback tool) is also included for nine-month and twelve-month coaching engagements, but the extent of use will depend on the client and purpose of the coaching as it will require input from multiple colleagues in the organization and require assistance from the organization in administering.

**Pricing for Half and Full-day Leader Training and Off-sites**

<b>Leader Development &amp; Training</b>		<b>Half-day Engagement</b>	<b>Full-day Engagement</b>
Leader Training Content & Design		\$5,000	\$9,500
Facilitation Services		\$5,000	\$9,500
Train the Trainer		\$5,000	\$9,500
Effective Communication and Leading Through Influence		\$5,000	\$9,500
From Player to Coach: The transition to leading others		\$5,000	\$9,500
<i>State University System Discount for all programs listed above</i>	<i>20% SUS Discount</i>	<i>\$4,000</i>	<i>\$7,600</i>

**Coaching and Training Combined**

<b>Leader Development &amp; Training w/ Coaching</b>		<b>Half-day Session w/Coaching - per person rate</b>	<b>Half-day Session w/Coaching - 10 participant rate</b>
Effective Communication and Leading Through Influence	10 participants for a half-day in-class training and three (3) one-hour follow-up coaching sessions.	\$1,325	\$13,250
From Player to Coach: The transition to leading others	10 participants for a half-day in-class training and three (3) one-hour follow-up coaching sessions.	\$1,325	\$13,250
<i>State University System Discount for all programs listed above</i>	<i>20% SUS Discount</i>	<i>\$1,060</i>	<i>\$10,600</i>

*Note:* This option combines training with follow-up coaching. The purpose of the three-month coaching follow-up is to ensure the smooth transition of skills back into the work context. The follow-up sessions are one-hour follow-up calls that are meant to be one-on-one discussion and Q&A calls based applying content from the in-class training session.

**Pricing for Vision and Culture Assessments**

<b>Leader Development</b>		<b>Half-Day Rate</b>	<b>Full-Day Rate</b>
Leader Retreats: Planning, Design, & Facilitation		\$8,000	\$15,000
Vision & Mission Executive Sessions		\$8,000	\$15,000
Culture Assessment		\$8,000	\$15,000
<i>State University System Discount for all programs</i>	<i>25% SUS Discount</i>	<i>\$6,000</i>	<i>\$11,250</i>

Leader Retreats: Leader retreats are often larger than just a simple leader development program and can often require multiple presenters (both in-house executives and other vendors). Dr. Woodward would assist in laying out the purpose and objectives, development of the curriculum, the format/flow and then facilitate select sessions as well as moderate discussions. Dr. Woodward is always open and happy to collaborate with both internal staff and external consultants. Even if he is not facilitating every session, Dr. Woodward would be present for the duration of the retreat.

Vision and Mission: Vision and Mission sessions often require more up-front pre-work (reviewing past history or the organization, reviewing documentation on past work around vision and mission, conducting up to 10 stakeholder interviews...) so that Dr. Woodward can get familiar with the team, business unit and purpose before engaging with the team at an off-site.

Culture Assessment: Conducting a culture assessment can take on many forms depending on the nature of the engagement and the driving forces behind the assessment. Dr. Woodward will need to work with a designated point-person from the SUS client organization to assist in pulling information and arranging for site visits and interviews. Depending on the nature and scope of the project Dr. Woodward may recommend the use of the Denison Culture Survey, which would be an additional cost (and offered at cost, based on Denison’s current pricing, which is typically between \$16 and \$20 per participant).

**Assessments**

<b>Individual Assessment Pricing</b>	<b>Basic Report per person</b>	<b>Review per person</b>	<b>Total per person</b>
Hogan Challenge	\$150*	\$275	\$425
Echospan	\$100*	\$275	\$375

The pricing for assessments above is for any request to use these assessments as an added part of a training, culture evaluation, or retreat/off-site and are in addition to the costs for any of these programs.

*\*These prices are subject to change based on the vendor and are not within the control of Dr. Woodward.*