

Learning Dynamics

News to Peruse

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COMPLIANCE | LEADERSHIP | COACHING | EMOTIONAL INTELLIGENCE | TEAM BUILDING | CUSTOMER SERVICE | MYSTERY SHOPPING | CHANGE MANAGEMENT | STRATEGIC PLANNING | DIVERSITY

“Investing in People.”

That is the operative belief that Learning Dynamics has lived by since the inception of our organization thirty years ago. It's the premise that Learning Dynamics was founded upon: the fact that the most important commodity in business is the people who comprise the company. In this age of technological advancements that occur at a breakneck pace, the professionals on staff at Learning Dynamics still believe that people remain the lifeblood of any successful organization. Senior managers are becoming keenly aware of the need for targeted training for a workforce that is able to serve clients with the “personal touch” rather than relying on voicemail or robo calls. Every day, Learning Dynamics consultants are told about senior management seeing a marked increase in client satisfaction while also witnessing an uptick in sales from their growing client base – and it's attributable in large part to proper workforce training.

Some may call our personal approach to building business “old fashioned.” If that is the case, then we're delighted! Because even in these unprecedented challenging economic times, Learning Dynamics has celebrated our thirtieth year in business with a successful year in 2011. In a precarious business climate, Learning Dynamics has added 26 new clients this year, and business overall is up 30% over last year. In with the changing times and a more competitive workforce, we have seen growth in programs such as “Managing Stress and Multi-Tasking,” “The Supervisor's Tool Kit,” and all of our Leadership Development programs – an important sign that senior management in corporations to start-ups is preparing its workforce for tomorrow's workplace challenges.

Learning Dynamics has implemented a new website in 2011, (www.learningdynamics.com), which was constructed with client feedback in mind. We believe it is more targeted, easier to navigate, and addresses the changing needs of today's workforce. We have launched a new division in 2011 - “Faith Dynamics”- which addresses the needs of a previously underserved market: the faith-based community, which is being asked to be more business oriented in its practices in order to not merely survive, but THRIVE in today's businessworld. All of these initiatives have been an integral part of our 30th anniversary year, and we are immensely proud of the results to date.

At this time of giving thanks, I want to take this opportunity to say “Thank You” to ALL of our clients – those who have been with us for decades as well as those who are just beginning a relationship with us – for sharing our commitment to “Investing in People.” In the words of the late, great Steve Jobs – the man who forever changed the way we all conduct business today:

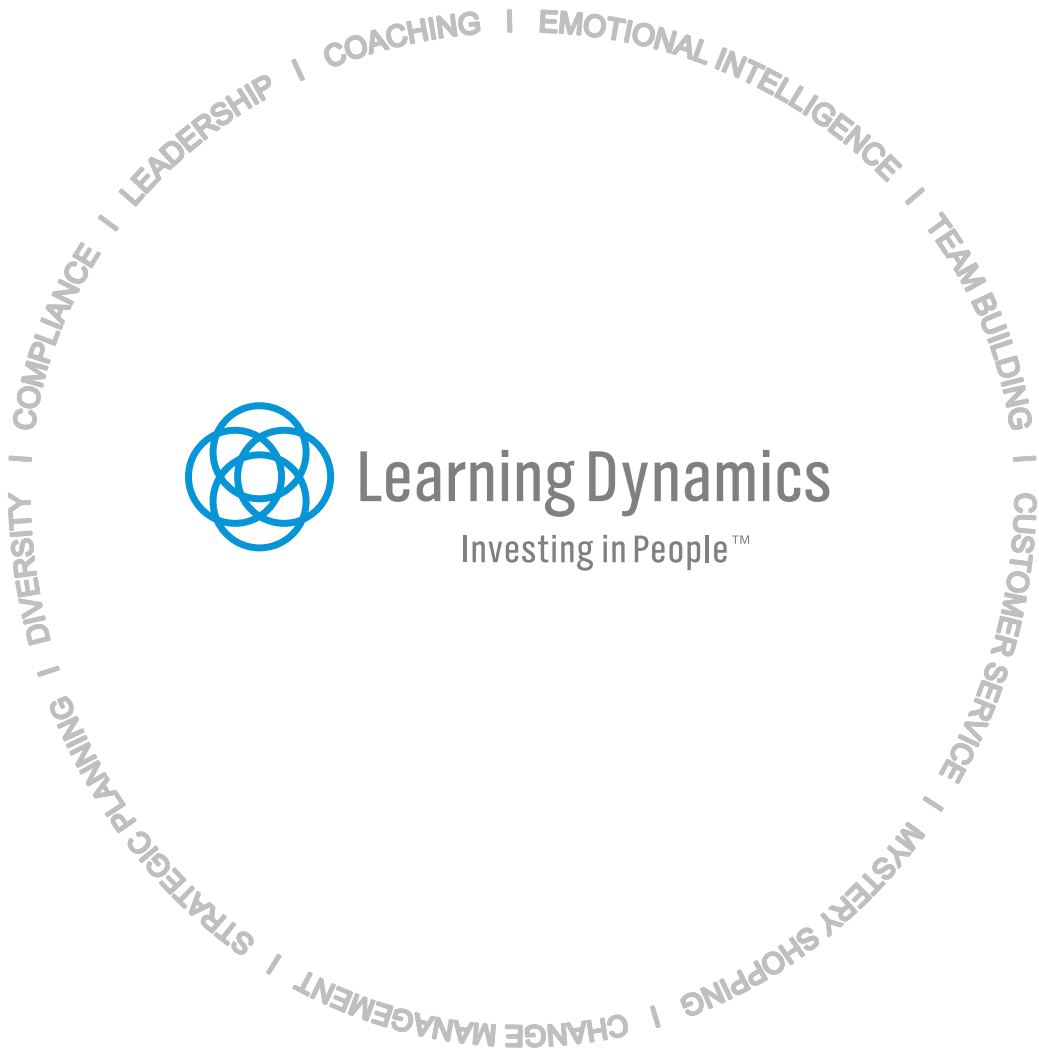
“The people who are doing the work are the moving force behind Apple. My job is to create a space for them, to clear out the rest of the bureaucracy of the organization and keep it at bay.”

As the leader of Learning Dynamics, I couldn't agree more!

Wishing all of our clients unprecedented success in the coming year,

Jim DeMaio, President
Learning Dynamics





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