### LIVE SEMINARS

**ADMINISTRATIVE ASSISTANT & FRONT DESK**
- Front Desk Safety & Security
- Management Skills for Secretaries, Support Staff & Admin. Assistants
- Succeeding as an Administrative Professional
- The Conference for Administrative Assistants

**BUSINESS SKILLS**
- How to Bargain & Negotiate with Vendors and Suppliers

**BUSINESS WRITING & GRAMMAR**
- Business Writing for Results
- Engaging and Polished Business Writing and Grammar (2-Day)
- How to Write Killer Copy
- Mistake-Free Grammar & Proofreading

**COMMUNICATION**
- Communication Skills for Women
- How to Become a Great Communicator
- How to Communicate with Tact and Professionalism (2-Day)
- How to Deliver Presentations with Ease and Confidence
- How to Handle Emotionally Charged Situations in the Workplace

**COMPUTER SOFTWARE**
- Advanced Microsoft® Excel® - Diving Deeper
- Advanced Microsoft® Excel®-Macros, PivotTables, Charts and More
- Microsoft® Access® - Database Design, Queries and Reports
- Microsoft® Excel® Basics
- Microsoft® Excel®: Beyond the Basics

**CUSTOMER SERVICE**
- How to Deliver Exceptional Customer Service

**FINANCE & ACCOUNTING**
- Collections Law
- How to Manage & Organize Accounts Payable
- How to Manage Inventory & Cycle Counts
- How to Use QuickBooks®
- Sales & Use Tax Workshop
- Understanding Financial Statements

**HUMAN RESOURCES**
- Comprehensive Guide to Human Resource Management (2-Day)
- Employment Law
- FMLA Compliance
- Human Resources for Anyone with Newly Assigned HR Responsibilities
- Payroll Law
- The Essentials of HR Law
- Training the Trainer
- Workers’ Comp

**MANAGEMENT & LEADERSHIP**
- A Crash Course for the First-Time Manager or Supervisor
- Basic Accounting Skills for the Business Professional
- Be the Manager Your Employees Want to Follow
- Creative Leadership
- Criticism & Discipline Skills for Managers and Supervisors
- Facilities Management - A 2-Day Comprehensive Course
- How Managers Become Great Leaders
- How to Improve Employee Accountability
- How to Manage Remote Employees
- How to Supervise Bad Attitudes and Negative Behaviors
- How to Supervise People
- Leadership & Management Skills for Women
- Leadership, Team-Building and Coaching Skills for Managers and Supervisors

**MARKETING**
- Digital Marketing
- Grow Your Business with Social Media
- The Social Media Marketing Conference

**OSHA & WORKPLACE SAFETY**
- Cal/OSHA Compliance
- HIPAA Compliance for Healthcare Professionals
- OSHA Compliance
- OSHA Compliance for Healthcare Professionals

**PERSONAL DEVELOPMENT**
- Dealing with Difficult People
- Developing Emotional Intelligence
- Managing Emotions Under Pressure
- Master the Art of Working with People
- Strategic Goal-Setting
- The Women’s Conference

**PROJECT MANAGEMENT**
- Fundamentals of Project Management (2-Day)
- Project Management Workshop

**TIME MANAGEMENT**
- Managing Multiple Priorities, Projects and Deadlines
- Time Management for the Overwhelmed

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ONLINE COURSES

ADMINISTRATIVE ASSISTANT & FRONT DESK
• 50 Training Activities for Administrative, Secretarial, and Support Staff
• Assertiveness Skills for the Receptionist
• Effective Telephone Communication Skills for Receptionists
• Filing and Record-Keeping
• Introducing Office Management
• Managing the Front Desk
• Organizational Structure of an Office
• Organizing and Alphabetizing Files
• Organizing Computer Files
• Overview for the New Administrative Assistant
• Professional Telephone Skills
• Safety and Security Begins at the Front Desk
• Telephone Techniques: Greeting
• Telephone Techniques: Handling Angry Callers
• Telephone Techniques: Hold Please
• Telephone Techniques: Phone Etiquette
• Telephone Techniques: Taking Calls
• Telephone Techniques: Taking Messages

BUSINESS SKILLS
• A Unified Communications Strategy for Content
• All About Details (Part 1 of 2): Paying Attention to Detail
• All About Details (Part 2 of 2): How to NOT Miss the Details!
• Analyzing Social Networks in Your Organization
• Are Tattoos Workplace Appropriate
• Becoming an Asset: Understanding Your Company
• Becoming an Asset: Understanding Your Industry
• Building a Framework for Execution
• Business Analysis
• Business Attire Basics for Men: Black Tie Attire
• Business Attire Basics for Men: Black Tie Optional Attire
• Business Attire Basics for Men: Business Casual Attire
• Business Attire Basics for Men: Business Formal Attire
• Business Attire Basics for Men: Casual Attire
• Business Attire Basics for Men: Semi-Formal/Cocktail Attire
• Business Attire Basics for Women: Black Tie Attire
• Business Attire Basics for Women: Black Tie Optional Attire
• Business Attire Basics for Women: Business Casual Attire
• Business Attire Basics for Women: Business Formal Attire
• Business Attire Basics for Women: Casual Attire
• Business Attire Basics for Women: Semi-Formal/Cocktail Attire
• Business Meals: Attending a Business Meal
• Business Meals: Hosting a Business Meal
• Business Planning for Beginners
• Business Process Reengineering (BPR): Introduction (Part 1 of 6)
• Business Process Reengineering (BPR): The 3 C’s (Part 2 of 6)
• Business Process Reengineering (BPR): Characteristics (Part 3 of 6)
• Business Process Reengineering (BPR): Requirements (Part 4 of 6)
• Business Process Reengineering (BPR): Key Steps (Part 5 of 6)
• Business Process Reengineering (BPR): Pitfalls (Part 6 of 6)
• Business Recovery after a Natural Disaster
• Business Travel: Before Leaving
• Business Travel: Business Travel
• Business Travel: Hotel, Motel, Holiday Inn
• Business Travel: International Business Travel
• Business Travel: I’ve Got a Plane to Catch
• Business Travel: My Bags Are Packed
• Business Travel: Safe Travels
• Business Travel: Staying Healthy
• Business Travel: Technology Security
• Business Travel: There’s an App for That
• Career Advancement: Documenting Your Performance (Part 1 of 7)
• Career Advancement: Preparing for Your Appraisal (Part 2 of 7)
• Career Advancement: So, You Want to Get a Raise (Part 3 of 7)
• Career Advancement: Adding Value as an Employee (Part 4 of 7)
• Career Advancement: Asking for a Raise (Part 5 of 7)
• Career Advancement: Setting Yourself Up for a Promotion (Part 6 of 7)
• Career Advancement: Getting a Promotion (Part 7 of 7)
• Character Matters! Character and Courage
• Character Matters! Connecting Character in the Workplace
• Character Matters! Standing on Principle
• Character Matters! The Character Makeover
• Character Matters! Your Moral Compass
• Cognitive Flexibility: Flexible Thinking at Work (Part 1 of 4)
• Cognitive Flexibility: Benefits of Cognitive Flexibility (Part 2 of 4)
• Cognitive Flexibility: Increase Your Cognitive Flexibility (Part 3 of 4)
• Cognitive Flexibility: Physical Influence on Cognitive Flexibility (Part 4 of 4)
• Communicating Your Ethics To Your Team (Part 9 of 13)
• Communicating Your Ethics to Your Customers (Part 10 of 13)
• Concept Evaluation: Finding Support
• Concept Evaluation: Making Decisions
• Considering Confidentiality and Intellectual Property (IP) - Part 1: Ethical Issues and Problems
• Considering Confidentiality and Intellectual Property (IP) - Part 2: Workplace Skills for Success
• Coordinating With Others: Coordinating Gone Wrong! (Part 1 of 4)
• Coordinating With Others: Preparing to Coordinate a Project (Part 2 of 4)
• Coordinating With Others: Traits of an Effective Coordinator (Part 3 of 4)
• Coordinating With Others: How Coordinators Exert Control (Part 4 of 4)
• Coping with Change: Change Behaviors
• Coping with Change: Change Model
• Coping with Change: Change Phases
• Corporate Social Responsibility
• Creative Commons Workshop
• Creativity: 01. Getting Creative
• Creativity: 02. Logic vs Creativity
• Creativity: 03. Techniques
• Creativity: 04. Defining Problems
• Creativity: 05. Generate and Evaluate
• Criminal versus Civil Law for Business
• Crisis Control: Apology Accepted
• Crisis Control: Keeping Your Promises
• Crisis Control: The Cover-up
• Crisis Control: Your Ethical Appearance
• Critical Thinking 101: Characteristics of Critical Thinkers
• Critical Thinking 101: Developing Yourself as a Critical Thinker
• Critical Thinking 101: Leveraging Critical Thinking at Work
• Critical Thinking 101: Recognizing Critical Thinking Errors
• Critical Thinking 101: Why We Need Critical Thinking
• Critical Thinking: Asking Effective Questions
• Cutting Edge Communication: Accepting Change
• Cutting Edge Communication: Arrogance and Humility
• Cutting Edge Communication: Brainstorming and Solving
• Cutting Edge Communication: Creating Workforce Agility
• Cutting Edge Communication: Overcoming Fears
• Cutting Edge Communication: Trying Myers-Briggs
• Cutting Edge Success at Work: Appreciate Feedback
• Cutting Edge Success at Work: Be Confident and Assertive
• Cutting Edge Success at Work: Build Employability Skills
• Cutting Edge Success at Work: Communicate Effectively
• Cutting Edge Success at Work: Demonstrate Strengths
• Cutting Edge Success at Work: Impress at Job Interviews
• Do You Need a Meeting? Infographic
• During Meetings
• Effective Online Meetings 1: Manage
• Effective Online Meetings 2: Plan
• Effective Online Meetings 3: Technology
• Effective Online Meetings 4: Structure
• Effective Online Meetings 5: Design
• Effective Online Meetings 6: Preparation

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ONLINE COURSES

• Effective Online Meetings: Presentation
• Effective Online Meetings: Follow-Up
• Eliminating the Execution Gap
• Ethical Decision-Making Skills: Ethical Issues and Problems (Section 1)
• Ethical Decision-Making Skills: Connecting Character (Section 2)
• Ethical Decision-Making Skills: What You Need to Know (Section 3)
• Ethical Decision-Making Skills: Code of Conduct and Compliance Training (Section 4)
• Ethical Decision-Making Skills: Code of Conduct and Compliance Training (Section 2)
• Ethical Expectations: Code of Conduct and Compliance Training (Section 3)
• Ethical Expectations: Code of Conduct and Compliance Training (Section 4)
• Ethical Expectations: Code of Conduct and Compliance Training (Section 5)
• Ethical Issues in Advertising and Marketing
• Ethical Situations to Consider (Spanish)
• Ethics and Business Conduct for Government Contractors
• Ethics and Business Conduct for Government Contractors (Refresher Version)
• Ethics and Code of Conduct
• Ethics For Managers
• Ethics in the Workplace
• Ethics Requires Self-Discipline (Part 6 of 13)
• Ethics: An Employee’s Perspective
• Ethics: Everything You Ever Wanted To Know About Conflicts Of Interest But Were Too Lazy To Ask
• Ethics: How To Avoid Sexual Harassment In Under Four Minutes!
• Ethics: How To Deal With Anybody For Whom Episode 5 Was Hard To Understand
• Ethics: How To Handle Customer Information. Boring Title, Awesome Video
• Ethics: Privacy - Or The Total Lack Of It, Depending On What You Do!
• Ethics: Probably The Best Reason Ever For Not Taking Bribes
• Ethics: The Remarkably Obvious Difference Between A Gift And A Bribe
• Ethics: To Borrow, Or Not To Borrow? That Is The Question, And This Video Is The Answer!
• Ethics: Why Even Bother With Ethics Training?
• Exploring Competition in Business
• Gathering Data: Costs and Benefits
• Gathering Data: Identifying and Addressing Risks
• Gathering Data: SWOT Analysis
• Gathering Data: Understanding Financial Metrics
• Gift and Hospitality in the Workplace - Part 1: Ethical Issues and Problems
• Gift and Hospitality in the Workplace - Part 2: Workplace Skills for Success
• Google Calendar™ Training
• Government’s Role in Managing the Economy
• Grammoyogues, Legal Documents and a Glossary
• Honesty Made Simple: Avoiding “Spin” and Other Rationalizations
• Honesty Made Simple: Honesty and Personal Values at Work
• Honesty Made Simple: Making Honesty Intrinsic
• Honesty Made Simple: Something for Nothing - The Reality Behind Employee Theft
• Honesty Made Simple: What Makes You Ethical?
• How Ethics affect Attitude and Behavior
• How Much Does Your Meeting Cost?
• How to Avoid Lapsing Into Unethical Behavior (Part 7 of 13)
• How to Deal with People Who Want You to Compromise Your Ethics (Part 8 of 13)
• How To Work a Room: After The Event
• How To Work a Room: Attending an Event
• How To Work a Room: Preparing for an Event
• Identifying and Overcoming Business Challenges
• Identifying Business Opportunities
• Igniting Creativity: You Can Be Creative! (Part 1 of 11)
• Igniting Creativity: Creativity vs. Logic (Part 2 of 11)
• Igniting Creativity: The Creative Process, Part 1 (Part 3 of 11)
• Igniting Creativity: The Creative Process, Part 2 (Part 4 of 11)
• Igniting Creativity: Adopting a Creative Mindset (Part 5 of 11)
• Igniting Creativity: Conducting a Brainstorming Session (Part 6 of 11)
• Igniting Creativity: How to Be Innovative (Part 7 of 11)
• Igniting Creativity: Innovating With SCAMPER (Part 8 of 11)
• Igniting Creativity: Idea Generation Techniques (Part 9 of 11)
• Igniting Creativity: Becoming a More Creative Thinker (Part 10 of 11)
• Igniting Creativity: Fostering Creativity at Work (Part 11 of 11)
• International Travel for Business
• Introduction to Math: Adding and Subtracting
• Introduction to Math: Choosing the Right Operation
• Introduction to Math: Estimation Basics
• Introduction to Math: Multiplying and Dividing
• Introduction to Math: Positive and Negative Numbers
• Introduction to Math: Understanding Decimals
• Introduction to Math: Understanding Fractions
• Introduction to Math: Understanding Percentages
• Introduction to Math: Understanding the Metric System
• Job Offer Math: Benefits by the Numbers
• Job Offer Math: Cost of Living Comparisons
• Job Offer Math: Medical Insurance Basics
• Job Offer for the SOAP Game
• Keys to Lively and Effective Meetings
• Know What You Stand For (Part 5 of 13)
• Knowledge Management: Getting and Sharing Best Practices
• Knowledge Management: Removing the Blocks to Sharing Best Practices
• Knowledge Management: Understanding Best Practices
• Leadership and Change: Making Change a Core Competency (Part 1 of 9)
• Leadership and Change: Understanding What Drives Change (Part 2 of 9)
• Leadership and Change: The Resistance to Change (Part 3 of 9)
• Leadership and Change: Creating a Case for Change (Part 4 of 9)
• Leadership and Change: Thinking Strategically About Change (Part 5 of 9)
• Leadership and Change: Implementing a Change Initiative (Part 6 of 9)
• Leadership and Change: Establishing a Culture of Agility (Part 7 of 9)
• Leadership and Change: Overcoming a Fear of Change (Part 8 of 9)
• Leadership and Change: Agility Quick Tips (Part 9 of 9)
• Leading Team Meetings
• Learning What You Don't Know
• Leveraging Video for Unified Communications
• Linking Ethical Behavior to Your Organization’s Structure
• Lose the Meeting Blues
• Lose the Meeting Blues (Spanish)
• Maintaining Your Statement of Values (Part 12 of 13)
• Making Travel Plans and Reservations
• Managing Meetings
• Mathematical Foundation
• Measuring the Health of the Economy
• Meeting Agendas and Minutes
• Meeting For Results
• Minimizing Gossip and Rumor
• Misgoverning Corporations: An Overview
• Moral Conscience and Ethical Balance at Work: Absolutes and Ethical Relativism in the Workplace
• Moral Conscience and Ethical Balance at Work: Ethical Balance
• Moral Conscience and Ethical Balance at Work: Feeling Ethical
• Moral Conscience and Ethical Balance at Work: What is a Conscience?
• Moral Conscience and Ethical Balance at Work: Your Guilt Trip
• New Employee Math: Budgeting Basics
• New Employee Math: How to Fill Out a W-4
• New Employee Math: Investment Basics
• New Employee Math: Retirement Savings Basics
• New Employee Math: Savings
• New Employee Math: Taxation Basics
• New Employee Math: Your First Paycheck
• Office Etiquette
• Operations Processes
• Opportunities in International Business
• Organizational Ethics

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TOPICS

• People Matter! Beginning with Respect
• People Matter! Ethics and Human Value
• People Matter! Ethics and Respect
• Connection: Do you "Care"?
• People Matter! Roadblocks to Respect
• Planning for a Business Trip
• Privacy and Ethical Behavior
• Product Liability: Strict Liability and Negligence
• Product Liability: Warranties, Agency and Damages
• Professional Excellence Episode 1: What (Not) To Talk About at Work!
• Professional Excellence Episode 2: Shouting, Rampant Negativity, and Other Terrible Ideas!
• Professional Excellence Episode 3: Gossip: For People Who Don't Want Friends!
• Professional Excellence Episode 4: Meetings Aren't Actually for Texting - Sorry!
• Professional Excellence Episode 5: How to Use the Internet for Good and Not Evil
• Professional Excellence Episode 6: How to Use Email So That People Don't Want to Hurt You
• Professional Excellence Episode 7: The Speakerphone Why Talk When Shouting Will Do?
• Professional Excellence Episode 8: Various Ways to Succeed (And Fail!) at Introductions
• Professional Excellence Episode 9: How to Shake Someone's Hand
• Professional Excellence Episode 10: Meeting Groups of People
• Professional Excellence Episode 11: Exchanging Business Cards, Following Up, and Networking Events
• Promoting an Ethical Culture (Part 13 of 13)
• Promoting an Ethical Culture in Your Organization
• Proper Introductions: In-Person Introductions
• Public Law: Government and the Economic Environment
• Public Law: Introducing the Principles
• Public Law: Understanding Statutory and Administrative Law
• Reading the Field: Conducting a SWOT Analysis
• Recognizing Trade Controls
• Reducing International Trade Barriers
• Remembering Names and Faces
• Reviewing Law and the Legal System
• S.C.A.M.P.E.R.
• Selling You: Developing Your Prospecting Skills
• Selling You: Getting the Word Out
• Selling You: Incorporating Your Brand in Your Elevator Pitch
• Setting Agendas and Taking Minutes
• Solving Problems in SPSS*: Examining the Association Between Variables Training
• Solving Problems with SPSS*: 22: Examining the Hypothesis of Difference Training
• Specialized Math: Calculating Production Costs
• Specialized Math: Compound vs. Simple Interest
• Specialized Math: Determining Pricing
• Specialized Math: Interest Rates
• Specialized Math: Inventory Basics
• Specialized Math: Mark-ups and Mark-downs
• Specialized Math: Net vs. Gross
• Specialized Math: Payroll Basics
• Specialized Math: Understanding Annuities
• Specialized Math: Understanding Loans
• Specialized Math: Understanding Profits and Profit Margins
• Specialized Math: Understanding Ratios, Proportions, and Percentages
• Specialized Math: Understanding ROI
• SPSS® 14 - Intro Training
• Stages of Corporate Responsibility
• Stakeholders and Your Ethical Duty to Them
• Stand-Up Meetings: Common Pitfalls
• Stand-Up Meetings: Effective Leadership
• Stand-Up Meetings: Guidelines
• Stand-Up Meetings: Meaningful Participation
• Statistics: Data Analysis Basics
• Statistics: Introduction to Statistics
• Statistics: Organizing Data
• Statistics: Understanding Probability
• Stewardship of Company Assets - Part 1: Ethical Issues and Problems
• Stewardship of Company Assets - Part 2: Workplace Skills for Success
• Tactics of Innovation with Joel Barker
• Telling the Story: After Approval
• Telling the Story: Presentation
• Telling the Story: The Art of Persuasion
• Telling the Story: Writing a Proposal
• The Four States of Knowing
• The Global Business Environment: Maximizing Cultural Awareness
• The Global Business Environment: Working in Different Economies
• The Globalization of Business
• The Impact of Social Media Within Your Organization
• The Invisible Meeting
• The Meeting: Opportunity or Time Waster?
• The Smell Test: A First Look at Ethics in Business
• Travel and Automobile Expense Reports
• Understanding Employment Discrimination for Employees
• Understanding Negligence Torts in Business
• Understanding Organizational Behavior
• Understanding Power and Dependency
• Understanding Successful Negotiation
• Use Resistance as Your Friend-Follower
• Using Power and Influence Ethically
• What is Economics?
• When Change Isn't a Choice-Follower
• Why Be Ethical? Because It's The Right Thing To Do (Part 1 of 13)
• Why Be Ethical? Because Your Customers Demand It (Part 2 of 13)
• Why Be Ethical? Because You'll be Happier (Part 3 of 13)
• Workplace Law

BUSINESS WRITING & GRAMMAR

• Bad Email Habits: What Message Are You Sending?
• Be a Grammar Genius!
• Be a Pronoun Expert!
• Business Writing and Editing for Professionals
• Clear Up the Grammar Confusion
• Common Comma Errors
• Commonly Misused Words - Skills and Drills
• Conquering Your Inbox Before It Conquers You
• Effective and Appropriate Email Use
• Effective Business Proposals
• Effective Writing Skills: Improving Readability (Part 1 of 18)
• Effective Writing Skills: Parts of Speech, Part 1 (Part 2 of 18)
• Effective Writing Skills: Parts of Speech, Part 2 (Part 3 of 18)
• Effective Writing Skills: Common Word Mix-Ups, Part 1 (Part 4 of 18)
• Effective Writing Skills: Common Word Mix-Ups, Part 2 (Part 5 of 18)
• Effective Writing Skills: Common Word Usage Errors (Part 6 of 18)
• Effective Writing Skills: Basic Grammar Rules (Part 7 of 18)
• Effective Writing Skills: Punctuation Marks -- Basic (Part 8 of 18)
• Effective Writing Skills: Punctuation Marks -- Advanced (Part 9 of 18)
• Effective Writing Skills: Constructing Effective Sentences (Part 10 of 18)
• Effective Writing Skills: Constructing Effective Paragraphs (Part 11 of 18)
• Effective Writing Skills: Getting Started on Your Writing Project (Part 12 of 18)
• Effective Writing Skills: Creating Your First Draft (Part 13 of 18)
• Effective Writing Skills: Reviewing Your Document (Part 14 of 18)
• Effective Writing Skills: Basic Spelling Rules (Part 15 of 18)
• Effective Writing Skills: Formatting Business Letters (Part 16 of 18)
• Effective Writing Skills: Composing Effective Reports (Part 17 of 18)
• Effective Writing Skills: Writing Persuasive Proposals (Part 18 of 18)
• Email Etiquette Infographic
• Grammar Guide: Abbreviations
• Grammar Guide: Active & Passive Verbs
• Grammar Guide: Adjectives
• Grammar Guide: Adverbs
• Grammar Guide: Apostrophes
• Grammar Guide: Colons & Semicolons
• Grammar Guide: Commas
• Grammar Guide: Common Errors
• Grammar Guide: End Punctuation
• Grammar Guide: Indefinite Pronouns
• Grammar Guide: Interrogative Pronouns
• Grammar Guide: Irregular Verbs
• Grammar Guide: Misused Words
• Grammar Guide: Parentheses
• Grammar Guide: Personal Pronouns
• Grammar Guide: Plural Nouns

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ONLINE COURSES

• Grammar Guide: Quotation Marks
• Grammar Guide: Regular Verbs
• Grammar Guide: Sentences & Paragraphs
• Grammar Shootout - SkillBuilder Game
• Great Grammar and Painless Proofreading
• Measurements and Magnitudes with Numbers
• Numbers and Numerals
• Political Awareness in Government Agencies
• Proposals That Work for Government Agencies
• Sending an Email
• Sentence Construction - Skills and Drills
• Thank You Notes
• Using Active Voice - Skills and Drills
• Using Numbers for Time and Money
• Using Numbers in Sentences - Skills and Drills
• Using Words or Figures for Numbers
• Write Effective and Appropriate Emails
• Writing for the Web

COMMUNICATION

• A Positive Approach to Speaking
• Active Listening
• Active Listening Skills to Improve Communication
• Aggressive Manipulators
• Assertive Communication: The Continuum
• Assertive Communication: The Nonverbal Side
• Assertive Communication: The Three-Part Model
• Assertive Communication: Tips for Naturally Aggressive People
• Assertive Communication: Tips for Naturally Passive People
• Assertive Communication: Tips for Self-Regulation
• Assertiveness: What Kind of Communicator Are You?
• Building Great Relationships at Work (Part 1 of 5)
• Building Great Relationships with Co-Workers (Part 2 of 3)
• Building Great Relationships with Bosses (Part 3 of 5)
• Building Great Relationships with Subordinates (Part 4 of 5)
• Building Great Relationships: Building Relationships with Jerks (Part 5 of 5)
• Building Influence in the Workplace
• Building Strategic Relationships (Part 1 of 4): Planning for Strategic Relationships
• Building Strategic Relationships (Part 2 of 4): What You Have to Offer
• Building Strategic Relationships (Part 3 of 4): Starting the Relationship
• Building Strategic Relationships (Part 4 of 4): Tips for Strengthening the Relationship
• Building Your Personal Brand
• Colorful Connections - Communication Basics (P)
• Colorful Connections - Recognizing the Personalities (P)
• Colorful Connections - Team Building Basics (P)
• Conflict: Manage Conflict Situations
• Conflict: Manage Your Emotions
• Conflict: Respond to Tension
• Grammar Guide: Sentences & Paragraphs
• Confronting Workplace Conflict
• Cutting Edge Basic English: A Typical Day
• English at Work Series: Giving Warnings
• English at Work Series: Greeting and Introducing
• English at Work Series: Making Suggestions
• English at Work Series: Saying What's Needed
• English at Work Series: Saying Where People Are
• English at Work Series: Talking about Rules
• Enhancing Interpersonal Communication Skills Final Exam
• EQ Toolbox: Becoming Socially Aware
• EQ Toolbox: Becoming Socially Aware (French)
• EQ Toolbox: Becoming Socially Aware (French-Canadian)
• EQ Toolbox: How to Be More Self-Aware (Spanish)
• EQ Toolbox: How to Be More Self-Aware (French)
• EQ Toolbox: How to Be More Self-Aware (French-Canadian)
• EQ Toolbox: How to Be More Self-Aware (Spanish)
• EQ Toolbox: How to Express Empathy
• EQ Toolbox: How to Express Empathy (French)
• EQ Toolbox: How to Express Empathy (French-Canadian)
• EQ Toolbox: How to Express Empathy (Spanish)
• EQ Toolbox: Managing Your Relationships
• EQ Toolbox: Managing Your Relationships (French)
• EQ Toolbox: Managing Your Relationships (French-Canadian)
• EQ Toolbox: Managing Your Relationships (Spanish)
• Foundations of Assertive Communication
• Foundations of Assertive Communication (French)
• Foundations of Assertive Communication (French-Canadian)
• Foundations of Assertive Communication (Spanish)
• Foundations of Assertive Communication (Spanish-Canadian)
• Handling Conflict: An Employees' Guide
• Having Great Conversations: The Conversational Mindset (Part 1 of 4)
• Having Great Conversations: Mastering Small Talk (Part 2 of 4)
• Having Great Conversations: Achieving Productive Conversations (Part 3 of 4)
• Having Great Conversations: Practical Tips for Conversations (Part 4 of 4)
• Healthy Communication: 01. Types of Communication at Work
• Healthy Communication: 02. How to Communicate Well at Work
• Healthy Communication: 03. How Not to Communicate
• Healthy Communication: 04. Using Email at Work
• Healthy Communication: 05. Communicating with Your Remote Team
• High Impact Visual Aids
• How Perceptual Style affects Behavior
• How to Appreciate Complaints
• How to Be Assertive - Not Aggressive
• How to Be Assertive - Not Aggressive (French)
• How to Be Assertive - Not Aggressive (French-Canadian)
• How to Find Common Ground
• How to Manage Emotions in the Workplace

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ONLINE COURSES

- How to Overcome Disruptive Workstyle Differences
- How to Start a Conversation With a Stranger
- How to Tell Someone No
- How to Tell Someone They Have Body Odor
- How to Work With Someone You Forgot Their Name
- Interpersonal Communication
- Interpersonal Communication (Spanish)
- Introduction to Negotiation
- Introduction to Negotiation (French)
- Introduction to Negotiation (French-Canadian)
- Introduction to Negotiation (Spanish)
- Keep Your Cool: Attitude
- Keep Your Cool: Control
- Keep Your Cool: Signs
- Keep Your Cool: Truths
- Keep Your Cool: Venting
- Making Them Believe
- Making Your Point
- Manage Yourself in the Midst of Conflict
- Manage Yourself in the Midst of Conflict (French)
- Manage Yourself in the Midst of Conflict (French-Canadian)
- Managing Conflict in Special Circumstances
- Managing Conflict in Special Circumstances (French)
- Managing Conflict in Special Circumstances (French-Canadian)
- Managing Conflict in Special Circumstances (Spanish)
- Managing Conflict Step-by-Step
- Managing Conflict Step-by-Step (French)
- Managing Conflict Step-by-Step (French-Canadian)
- Managing Conflict Step-by-Step (Spanish)
- Manipulation in the Workplace
- Negotiation - On the Road to Success
- Nonverbal Communication: Aligning Nonverbal Communication with Intentions
- Nonverbal Communication: Defining
- Nonverbal Communication: Leveraging Nonverbal Communication for Success
- Nonverbal Communication: Workplace Standards
- Nonverbal Communication: Workplace Standards - Appearance
- Online Demos Made Easy
- Organizing and Planning a Web Conference
- Overview of Web Conferences
- Passive Manipulators
- Persuasive Communication: Introduction
- Persuasive Communication: Techniques
- Pitching and Influencing
- Power Speaking
- Power Speaking (Spanish)
- Powerful Listening Skills
- Powerful Listening Skills (French)
- Powerful Listening Skills (French-Canadian)
- Powerful Listening Skills (Spanish)
- Presentation Room Set Up Infographic
- Presentation Skills: After the Presentation
- Presentation Skills: Basic Questions
- Presentation Skills: Creating Slides
- Presentation Skills: Handling Distractions
- Presentation Skills: Handling Questions
- Presentation Skills: How to Make a Point
- Presentation Skills: Opening
- Presentation Skills: Organizing
- Presentation Skills: Psyching Up
- Presentation Skills: Punching Up Your Presentation
- Presentation Skills: Right Before the Presentation
- Presence Skills: Using Audio Visuals
- Presenting at a Web Conference
- Putdown Offenders
- Simple Scripts for Problems at Work
- Speak Up and Be Heard! A Confidence-Boosting Course for Women
- Speaking and Listening
- Straight Talk On Bad Language
- Styles of Negotiation
- Styles of Negotiation (French)
- Styles of Negotiation (French-Canadian)
- Styles of Negotiation (Spanish)
- The Art of Nonverbal Communication
- The Art of Nonverbal Communication (French)
- The Art of Nonverbal Communication (French-Canadian)
- The Art of Nonverbal Communication (Spanish)
- The Basics of Emotional Intelligence
- The Basics of Emotional Intelligence (French)
- The Basics of Emotional Intelligence (French-Canadian)
- The Basics of Emotional Intelligence (Spanish)
- The Eight Basic Emotions
- The Four R’s of Assertiveness
- The Great Conversationalist
- The Meaning of Being Assertive
- The Secret to Effective Communication
- The Subtle Art of Manipulation
- The Truth About Conflict
- Understanding Your Learning Style
- Using Assertive Verbal Skills
- Working Well with Everyone: The Diversity Continuum
- Working Well with Everyone: The Mistake of Stereotyping
- Your Assertive Rights

COMPUTER SKILLS

- Being Savvy Online
- Computer Literacy Basics (PC)
- Computing Training
- Creating an Infographic
- Creating Digital Portfolios
- Creating Passwords
- Digital Storytelling and Creativity
- Glogster Training
- JavaScript Basics
- JavaScript Mobile
- Laptops and Mobile Device Tips
- PC Security and Maintenance
- Podcasting: Add - An Introduction to Audio Podcasting
- Searching the Web - Advanced
- Searching the Web - Intro
- Snapchat in Education
- Streaming Music - Internet Radio
- The Social & Interactive Web: Today's Web 2.0
- Utilizing Web Search Engines
- Web Resources Workshop - Search, Evaluate & Use
- Webly

COMPUTER SOFTWARE

- 60 Minutes of Adobe® Acrobat® Secrets
- 60 Minutes of Microsoft® Access® Secrets
- 60 Minutes of Microsoft® Excel® Secrets
- 60 Minutes of Microsoft® Excel® Secrets 2013
- 60 Minutes of Microsoft® Outlook® Secrets
- 60 Minutes of Microsoft® PowerPoint® Secrets
- 60 Minutes of Outlook® Secrets 2013
- 60 Minutes of Photoshop® Secrets
- Accept or Decline a Task Assignment in Microsoft® Outlook® 2016
- Access® 2013 Part 1: Add Controls to a Report
- Access® 2013 Part 1: Configuring Form Lookup Field
- Access® 2013 Part 1: Create a Form
- Access® 2013 Part 1: Create a Query with Multiple Parameters
- Access® 2013 Part 1: Create a Report
- Access® 2013 Part 1: Create a Simple Access Database
- Access® 2013 Part 1: Create Action Queries
- Access® 2013 Part 1: Create Parameter Queries
- Access® 2013 Part 1: Create Unmatched and Duplicate Queries
- Access® 2013 Part 1: Edit Tables and Rows
- Access® 2013 Part 1: Enhance the Appearance of a Report
- Access® 2013 Part 1: Join Data from Different Tables in a Query
- Access® 2013 Part 1: Modify Table Data
- Access® 2013 Part 1: Orientation to Access
- Access® 2013 Part 1: Perform Calculations in a Query
- Access® 2013 Part 1: Prepare a Report for Print
- Access® 2013 Part 1: Purpose of Primary Key
- Access® 2013 Part 1: Sort and Filter Data in a Query
- Access® 2013 Part 1: Sort and Filter Records
- Access® 2013 Part 1: Summarize Data
- Access® 2013 Part 1: The Access Options Dialog Box
- Access® 2013 Part 1: The Records Bar
- Access® 2013 Part 1: Use Forms for Data Entry
- Access® 2013 Part 1: Use Queries
- Access® 2013 Part 1: Use Reports
- Access® 2013 Part 1: Use Wildcards in a Parameter Query
- Access® 2013 Part 2: Add a Calculated Field to a Report
- Access® 2013 Part 2: Add a Subreport to an Existing Report
- Access® 2013 Part 2: Add Data Bars to Reports

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ONLINE COURSES

- Acrobat® XI Pro
- Add a Bookmark to an Audio or Video Clip in Microsoft® PowerPoint® 2016
- Add a Button to a Form in Microsoft® Access® 2016
- Add a Lookup Field to a Form in Microsoft® Access® 2016
- Add a New Contact in Microsoft® Outlook® 2016
- Add a Picture or Illustration to Your Presentation in Microsoft® PowerPoint® 2016
- Add a Picture or Illustration to Your Presentation in Microsoft® PowerPoint® 2016
- Add A Screen Recording to Your Presentation NEW! in Microsoft® PowerPoint® 2016
- Add a Screenshot to Your Presentation in Microsoft® PowerPoint® 2016
- Add a Table to a Document in Microsoft® Word 2013
- Add a Table to a Document in Microsoft® Word 2016
- Add a User-Defined Field in Microsoft® Outlook® 2016
- Add an Automatic Sort to a Query in Microsoft® Access® 2016
- Add Audio to a Presentation in Microsoft® PowerPoint® 2016
- Add Graphics to Messages in Microsoft® Outlook® 2016
- Add Headers and Footers in Microsoft® PowerPoint® 2016
- Add Information to Page Headers and Footers in Microsoft® Word 2016
- Add Information to the Tops or Bottoms of Pages in Microsoft® Word 2013
- Add Information to the Tops or Bottoms of Printed Pages in Microsoft® Excel® 2013
- Add Information to the Tops or Bottoms of Printed Pages in Microsoft® Excel® 2016
- Add Style to Images in Microsoft® PowerPoint® 2016
- Add Style to Images in Microsoft® Word 2013
- Add Style to Images in Microsoft® Word 2016
- Add Video to a Presentation in Microsoft® PowerPoint® 2016
- Add Voting and Tracking Options to an Email in Microsoft® Outlook® 2016
- Add Voting and Tracking Options to an Email in Microsoft® Outlook® 2016
- Add, Respond to, and Delete Reviewer Comments in Microsoft® PowerPoint® 2016
- Add, Respond to, and Delete Reviewer Comments in Microsoft® PowerPoint® 2016
- Add, Respond to, and Delete Reviewer Comments in Microsoft® Word 2016
- Adjust Document Margins in Microsoft® Word 2013
- Adjust Document Margins in Microsoft® Word 2016
- Adjust Line and Paragraph Spacing in Microsoft® Word 2013
- Adjust Line and Paragraph Spacing in Microsoft® Word 2016
- Adjust Row Height and Column Width in Microsoft® Excel® 2013
- Adjust Row Height and Column Width in Microsoft® Excel® 2016
- Adjust Slide Size in Microsoft® PowerPoint® 2016
- Adjust Text Alignment and Tabs in Microsoft® Word 2013
- Adjust Text Alignment and Tabs in Microsoft® Word 2016
- Adobe® Audition® Creative Cloud® - Basics Training
- Adobe® Bridge Creative Cloud® 2014 Training
- Adobe® Captivate® 8
- Adobe® CS5.5 What's New PC
- Adobe® Media Encoder Creative Cloud®
- Adobe® Muse™ Training
- Adobe® Premiere® Pro CS6
- Adobe® Premiere® Pro CS6 - What's New
- Advanced Microsoft® Excel® Tips for the Power User
- Advanced Tips and Techniques for Microsoft® Word Users
- After Effects® CS5
- After Effects® CS6 What's New
- Aggregate Query Data in Microsoft® Access® 2016
- Animate a Chart in Microsoft® PowerPoint® 2016
- Animate a SmartArt Graphic in Microsoft® PowerPoint® 2016
- Animate Text and Images in Microsoft® PowerPoint® 2016
- Anime Studio Training
- Apply a Consistent Look and Feel to a Document in Microsoft® Word 2013
- Apply a Consistent Look and Feel to a Document in Microsoft® Word 2016
- Apply a Consistent Look and Feel to a Presentation in Microsoft® PowerPoint® 2016
- Apply a Follow Up Flag to an Item in Microsoft® Outlook® 2016
- Apply a Watermark to a Page in Microsoft® Word 2013
- Apply a Watermark to a Page in Microsoft® Word 2016
- Apply Advanced Formatting to Numbers, Dates, and Times in Microsoft® Excel® 2013
- Apply Advanced Formatting to Numbers, Dates, and Times in Microsoft® Excel® 2016
- Apply Borders and Shading to Text or a Page in Microsoft® Word 2013
- Apply Borders and Shading to Text or a Page in Microsoft® Word 2016
- Apply Filters in Microsoft® Access® 2016
- Apply Password Security to a Document in Microsoft® Word 2013
- Apply Password Security to a Document in Microsoft® Word 2016
- Apply Simple Formatting to Numbers, Dates, and Times in Microsoft® Excel® 2013
- Apply Simple Formatting to Numbers, Dates, and Times in Microsoft® Excel® 2016
- Apply Styles to Text in Microsoft® Word 2013
- Apply Styles to Text in Microsoft® Word 2016
- Archive Old Data with AutoArchive in Microsoft® Outlook® 2016
- Arrange Images Around Text in Microsoft® Word 2013
- Arrange Images Around Text in Microsoft® Word 2016

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ONLINE COURSES

• Create a New Relationship in Microsoft® Access® 2016
• Create a New Table from a Query in Microsoft® Access® 2016
• Create a New Table in Microsoft® Access® 2016
• Create a New Task in Microsoft® Outlook® 2016
• Create a Personalized Signature in Microsoft® Outlook® 2016
• Create a Photo Album in Microsoft® PowerPoint® 2016
• Create a PivotChart in Microsoft® Excel® 2016
• Create a PivotTable Calculated Field in Microsoft® Excel® 2016
• Create a PivotTable Calculated Item in Microsoft® Excel® 2016
• Create a PivotTable Calculated Item in Microsoft® Excel® 2016
• Create a PivotTable Calculated Item in Microsoft® Excel® 2016
• Create a PivotTable from Multiple Sheets in Microsoft® Excel® 2016
• Create a PivotTable in Microsoft® Excel® 2013
• Create a PivotTable in Microsoft® Excel® 2013
• Create a PowerPoint® from a Word Document in Microsoft® PowerPoint® 2016
• Create a PowerPoint® Presentation from a Word Document in Microsoft® PowerPoint® 2016
• Create a PowerPoint® Presentation from a Word Document in Microsoft® Word 2013
• Create a PowerPoint® Presentation from a Word Document in Microsoft® Word 2013
• Create a Query that Prompts Users for Search Criteria in Microsoft® Access® 2016
• Create a Query that Searches by Specified Parts of Dates in Microsoft® Access® 2016
• Create a Query that Prompts Users for Search Criteria in Microsoft® Access® 2016
• Create a Table of Contents in Microsoft® Word 2016
• Create a Table of Contents in Microsoft® Word 2016
• Create a Table of Contents in Microsoft® Word 2016
• Create a Table of Contents in Microsoft® Word 2016
• Create a Table of Contents in Microsoft® Word 2016
• Create an Interactive Activity in Microsoft® PowerPoint® 2016
• Create and Manage Quick Steps in Microsoft® Outlook® 2016
• Create and Manage Quick Steps in Microsoft® Outlook® 2016
• Create and Manage Quick Steps in Microsoft® Outlook® 2016
• Create and Manage Rules in Microsoft® Outlook® 2016
• Create and Manage Rules in Microsoft® Outlook® 2016
• Create and Print Handouts in Microsoft® PowerPoint® 2016
• Create a User Interface (UI) Macro in Microsoft® Access® 2016
• Create a User Interface (UI) Macro in Microsoft® Access® 2016
• Create a User Interface (UI) Macro in Microsoft® Access® 2016
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• Create a User Interface (UI) Macro in Microsoft® Access® 2016
• Create a User Interface (UI) Macro in Microsoft® Access® 2016
• Create a User Interface (UI) Macro in Microsoft® Access® 2016
• Create an Appointment in Microsoft® Outlook® 2016
• Create an Appointment in Microsoft® Outlook® 2016
• Create an Index in Microsoft® Word 2013
• Create an Index in Microsoft® Word 2013
• Create a New Table in Microsoft® Word 2016
• Create a New Table in Microsoft® Word 2016
• Create an Input Mask for Easier Data Entry in Microsoft® Access® 2016
• Create a Query that Searches by Specified Parts of Dates in Microsoft® Access® 2016
• Create a Query that Searches by Specified Parts of Dates in Microsoft® Access® 2016
• Create a Query that Searches by Specified Parts of Dates in Microsoft® Access® 2016
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• Create a Query that Searches by Specified Parts of Dates in Microsoft® Access® 2016
• Create a Query that Searches by Specified Parts of Dates in Microsoft® Access® 2800.944.8503 • pryor.com

TOPICS ARE CONTINUALLY ADDED AND UPDATED. FOR YOUR CURRENT LOCAL SCHEDULE VISIT US AT PRYOR.COM AND ENTER YOUR ZIP CODE. FOR YOUR CONTINUING EDUCATION REQUIREMENTS, MOST OF OUR COURSES OFFER CEUS. ADDITIONALLY, MANY COURSES ARE PRE-APPROVED FOR CPE, HRCI, PDC AND PDU CREDITS.
• Dreamweaver® CS6: Basic
• Dreamweaver® CS6: Advanced
• Dreamweaver® CC: Worksheet
• Dropbox Training
• Drupal® Gardens 7.2 Basic
• dummies®: Best Practices for Successful Microsoft® Skype® for Business Meetings
• dummies®: Conducting a Meeting in Microsoft® Skype® for Business
• dummies®: Connecting Your Team and Work with Microsoft® Skype® for Business
• dummies®: Converting with Coworkers in Microsoft® Skype® for Business
• dummies®: Exploiting Microsoft® Skype® for Business Through Outlook® or SharePoint® Online
• dummies®: Making Your Presence Known in Microsoft® Skype® for Business
• Edit an Image's Colors in Microsoft® PowerPoint® 2016
• Edit an Image's Colors in Microsoft® Word 2013
• Edit an Image's Colors in Microsoft® Word 2016
• Edit Grouping, Sorting, and Total Options in Reports in Microsoft® Access® 2016
• Evernote Training
• Excel® 2013 Part 1: Absolute Cell References
• Excel® 2013 Part 1: Add Borders and Color to Cells
• Excel® 2013 Part 1: Align Cell Contents
• Excel® 2013 Part 1: Apply Cell Styles
• Excel® 2013 Part 1: Apply Number Formats
• Excel® 2013 Part 1: Cell Names and Range Names
• Excel® 2013 Part 1: Column Width and Row Height Alteration Methods
• Excel® 2013 Part 1: Create a Basic Worksheet
• Excel® 2013 Part 1: Create Formulas in a Worksheet
• Excel® 2013 Part 1: Customize Advanced Options
• Excel® 2013 Part 1: Customize Formula Options
• Excel® 2013 Part 1: Customize General and Language Options
• Excel® 2013 Part 1: Customize Proofing and Save Options
• Excel® 2013 Part 1: Customize the Functionality of Excel® by Enabling Add-Ins
• Excel® 2013 Part 1: Customize the Quick Access Toolbar
• Excel® 2013 Part 1: Customize the Ribbon
• Excel® 2013 Part 1: Customize Trust Center Options
• Excel® 2013 Part 1: Cut and Paste Commands
• Excel® 2013 Part 1: Define the Basic Page Layout for a Workbook
• Excel® 2013 Part 1: Format Worksheet Tabs
• Excel® 2013 Part 1: Identify the Elements of the Application Window
• Excel® 2013 Part 1: Identify the Elements of the Workbook Window
• Excel® 2013 Part 1: Insert MIN and MAX Functions in a Worksheet
• Excel® 2013 Part 1: Insert SUM and AVERAGE Functions in a Worksheet
• Excel® 2013 Part 1: Manage the View of Worksheets and Workbooks
• Excel® 2013 Part 1: Manage Worksheets
• Excel® 2013 Part 1: Modify Fonts
• Excel® 2013 Part 1: Refine the Page Layout and Apply Print Options
• Excel® 2013 Part 1: Spell Check a Worksheet
• Excel® 2013 Part 1: The Auto Fill Feature
• Excel® 2013 Part 1: The Find and Replace Commands
• Excel® 2013 Part 1: The Hide and Unhide Options
• Excel® 2013 Part 1: The Insert and Delete Options
• Excel® 2013 Part 1: The Undo and Redo Commands
• Excel® 2013 Part 1: Use the Help System
• Excel® 2013 Part 1: Use Add Range Names
• Excel® 2013 Part 2: Advanced Field Settings
• Excel® 2013 Part 2: Analyze Data by Using PivotCharts
• Excel® 2013 Part 2: Change the Default Chart Type
• Excel® 2013 Part 2: Comments
• Excel® 2013 Part 2: Create a PivotTable
• Excel® 2013 Part 2: Create a Trendline
• Excel® 2013 Part 2: Create Advanced Charts
• Excel® 2013 Part 2: Create and Modify Tables
• Excel® 2013 Part 2: Create and Use Templates
• Excel® 2013 Part 2: Create Charts
• Excel® 2013 Part 2: Edit and Delete Range Names
• Excel® 2013 Part 2: Edit Axes
• Excel® 2013 Part 2: Filter Data by Using Slicers
• Excel® 2013 Part 2: Filter Data with the Advanced Filter
• Excel® 2013 Part 2: Filter Data with the Auto Filter
• Excel® 2013 Part 2: Format Charts
• Excel® 2013 Part 2: Hyperlinks
• Excel® 2013 Part 2: Incorporate SmartArt
• Excel® 2013 Part 2: Insert and Modify Graphic Objects
• Excel® 2013 Part 2: Manage Themes
• Excel® 2013 Part 2: Modify Charts
• Excel® 2013 Part 2: Protect Files
• Excel® 2013 Part 2: Remove Duplicates
• Excel® 2013 Part 2: Sort Data
• Excel® 2013 Part 2: Total Row
• Excel® 2013 Part 2: Use COUNT, COUNTA and COUNTIF Functions
• Excel® 2013 Part 2: Use HLOOKUP and VLOOKUP Functions
• Excel® 2013 Part 2: Use Range Names in a Formula
• Excel® 2013 Part 2: Use Specialized Functions
• Excel® 2013 Part 2: Use the AND Function
• Excel® 2013 Part 2: Use the AVERAGE Function
• Excel® 2013 Part 2: Use the CONCATENATE Function
• Excel® 2013 Part 2: Use the MAX Function
• Excel® 2013 Part 2: Use the MIN Function
• Excel® 2013 Part 2: Use the Nested IF Function
• Excel® 2013 Part 2: Use the ROUND Function
• Excel® 2013 Part 2: Use the SUM Function
• Excel® 2013 Part 2: Watermarks
• Excel® 2013 Part 2: Work with Logical Functions
• Excel® 2013 Part 3: Add Data Validation Criteria
• Excel® 2013 Part 3: Add Subtotals to Grouped Data
• Excel® 2013 Part 3: Apply Conditional Formatting
• Excel® 2013 Part 3: Consolidate Data
• Excel® 2013 Part 3: Create a Data List Outline
• Excel® 2013 Part 3: Create a Web Query
• Excel® 2013 Part 3: Create Scenarios
• Excel® 2013 Part 3: Create Sparklines
• Excel® 2013 Part 3: Edit a Conditional Formatting Rule
• Excel® 2013 Part 3: Evaluate Formulas
• Excel® 2013 Part 3: Export Excel® Data
• Excel® 2013 Part 3: Import a Delimited Text File
• Excel® 2013 Part 3: Integrate Excel® Data with the Web
• Excel® 2013 Part 3: Link Cells in Different Workbooks
• Excel® 2013 Part 3: Merge Workbooks
• Excel® 2013 Part 3: Perform a What-If Analysis
• Excel® 2013 Part 3: Trace Cells
• Excel® 2013 Part 3: Troubleshoot Invalid Data
• Excel® 2013 Part 3: Troubleshoot Invalid Formulas
• Excel® 2013 Part 3: Update Workbook Properties
• Excel® 2013 Part 3: Watch Formulas
• Excel® 2016 - Evaluating Data
• Excel® 2016 - Frequently Used Formulas and Functions
• Excel® 2016 - PivotTables
• Excel® 2016 - Protecting Your Spreadsheets
• Excel® 2016 - Statistical Analysis
• Excel® 2016 - PC
• Explore and Experience Microsoft® Office 2010
• Export Data to Excel in Microsoft® Access® 2016
• FileMaker® Pro 12
• FileMaker® Pro 13 Training
• Filter Data On the Fly With Slicers in Microsoft® Excel® 2016
• Filter Junk Mail Out of Your Inbox in Microsoft® Outlook® 2016
• Final Cut Pro® 6 - Basics Training
• Final Cut Pro® X
• Find a Value from Another Table in Microsoft® Excel® 2013
• Find a Value from Another Table in Microsoft® Excel® 2016
• Find and Replace Data in Microsoft® Access® 2016
• Find Formulas, Functions, and Cells Connected to a Cell in Microsoft® Excel® 2013
• Find Formulas, Functions, and Cells Connected to a Cell in Microsoft® Excel® 2016
• Find the Tab that Allows Access to Macros and VBA in Microsoft® Excel® 2013
• Find the Tab that Allows Access to Macros and VBA in Microsoft® Excel® 2016
• Find Variables in a Formula to Get a Specific Result in Microsoft® Excel® 2016
• Fireworks® CS6 - PC
• Fireworks® CS6 Training - Mac®
• Fireworks® CS6 - Intro Mac®
• Fireworks® CS6 - Intro Training - PC
• Fireworks® CS6 - What's New PC
• Fireworks® CS6: What's New Training (Mac®)
• Flash® CS6: Advanced
• Flash® CS6: Basic
ONLINE COURSES

• Flash® CS6: Advanced
• Flash® CS6: Basic
• Format Cells with Flash Fill in Microsoft® Excel® 2016
• Format Charts and Graphs in Microsoft® Access® 2016
• Format Table Layout in Microsoft® Word 2013
• Format Table Layout in Microsoft® Word 2016
• Format Table Text, Borders and Shading in Microsoft® Word 2013
• Format Text in Messages in Microsoft® Outlook® 2016
• Format Text in Microsoft® PowerPoint® 2016
• Format Your Text in Formulas and Functions in Microsoft® Word 2013
• Format Your Text in Microsoft® Word 2016
• Forward a Contact in Microsoft® Outlook® 2016
• Freeze and Unfreeze Columns and Rows in Microsoft® Excel® 2013
• Freeze and Unfreeze Columns and Rows in Microsoft® Excel® 2016
• Getting Started with Google Docs™
• Getting Started With Office 2016 - Introduction
• Getting Started With Office 2016: Common Features - Customize Your Office 2016 Environment
• Getting Started With Office 2016: Office 2016 and the Cloud (Part 1 of 2)
• Getting Started With Office 2016: Office 2016 and the Cloud (Part 2 of 2)
• Global Vehicular Network
• Gmail™
• Google Chrome® & Trade; 23
• Google Custom Search™ Workshop
• Google Drive™ Introduction
• Google Earth™ 5
• Google Earth™ 7 Training
• Google Maps™
• Google Mobile™ Apps Training
• Google Scholar™
• Google Sheets™ - Chart & Formula Training
• Google Sheets™ - Create, Edit, Share and Publish
• Google Sites™
• Google SketchUp™
• Google SketchUp™ 7
• Google™ Classroom Training
• Google™ Drawing Training
• Google™ Hangouts™
• Google™ Slides - Sharing & Publishing Training
• GoTo Meeting®
• Group Data within a PivotTable in Microsoft® Excel® 2013
• Group Data Within a PivotTable in Microsoft® Excel® 2016
• Group Your Presentation Into Sections in Microsoft® PowerPoint® 2016
• Hide and Unhide Columns and Rows in Microsoft® Excel® 2013
• Hide and Unhide Columns and Rows in Microsoft® Excel® 2016
• Highlight Cells Based on Specific Criteria in Microsoft® Excel® 2013
• Highlight Cells Based on Specific Criteria in Microsoft® Excel® 2016
• How to Connect a Social Media Flowchart with Action Mind Maps
• How to Connect Dashboard with Data
• How to Create Different UML Diagrams
• How to Draw Business Process Diagrams with RapidDraw Interface
• How to Exchange ConceptDraw™ MINDMAP Files with Mindjet MindManager
• How to Import Mind Maps from FreeMind
• How to Import Mind Maps from XMind
• How to Make a Mind Map Presentation from a MS PowerPoint® Presentation
• How to Make UML Diagrams
• How to Present a Social Media Response Plan to Your Team
• How to Use the Online Store
• IBM SPSS® Statistics 19
• iBooks® Author
• iBooks® Author - QuickStart Training
• iBooks® Author 2.2
• iCal® - OS X
• Identify the Difference Between Two Documents in Microsoft® Word 2013
• Identify the Difference Between Two Documents in Microsoft® Word 2016
• Illustrator® Creative Cloud® 2014 Training
• Illustrator® Creative Cloud® 2015
• Illustrator® Creative Cloud® What's New
• Illustrator® CS5 Advanced Mac®
• Illustrator® CS5 Intro Mac®
• Illustrator® CS5 Intro PC
• Illustrator® CS5: Advanced
• Illustrator® CS5: Basic
• Illustrator® CS6 - Intro Training
• Illustrator® CS6 - What’s New PC
• Illustrator® CS6 - What’s New? Training
• Illustrator® CS6: Advanced
• Illustrator® CS6: Basic
• iMovie® 09
• iMovie® 10.0.6 (Yosemite) Training
• iMovie® 11
• Import Data from an Excel Spreadsheet in Microsoft® PowerPoint® 2016
• Import Data from an Excel Spreadsheet into a Document in Microsoft® Word 2013
• Import Data from an Excel® Spreadsheet into a Document in Microsoft® Word 2016
• Import Data from Excel in Microsoft® Access® 2016
• Import Data from Excel® in Microsoft® Access® 2016
• InDesign® Creative Cloud® What’s New
• InDesign® CS - Advanced Mac®
• InDesign® CS - Intro Mac®
• InDesign® CS - Intro PC
• InDesign® CS: Advanced
• InDesign® CS: Basic
• InDesign® CS: Production
• InDesign® CS6 Creating a Simple Newsletter
• InDesign® CS6 Intro Mac®
• InDesign® CS6 Intro PC
• InDesign® CS6 What's New for Mac®
• InDesign® CS6 What's New for PC
• InDesign® CS6: Advanced
• InDesign® CS6: Basic
• InDesign® CS6: Intermediate
• Insert a Basic Formula in Microsoft® Excel® 2013
• Insert a Basic Formula in Microsoft® Excel® 2016
• Insert a Basic Function in Microsoft® Excel® 2013
• Insert a Basic Function in Microsoft® Excel® 2016
• Insert a Chart in Microsoft® Excel® 2013
• Insert a Chart in Microsoft® PowerPoint® 2016
• Insert a Footnote or Endnote in Microsoft® Word 2013
• Insert a Footnote or Endnote in Microsoft® Word 2016
• Insert a Hyperlink in Microsoft® Word 2013
• Insert a Hyperlink in Microsoft® Word 2016
• Insert a Hyperlink into a Presentation in Microsoft® PowerPoint® 2016
• Insert a Number or Bulleted List in Microsoft® Word 2013
• Insert a Numbered or Bulleted List in Microsoft® Word 2016
• Insert a Picture in Microsoft® Word 2016
• Insert a Picture in Microsoft® Word 2013
• Insert a Shape in Microsoft® Word 2016
• Insert a SmartArt Graphic in Microsoft® Excel® 2013
• Insert a SmartArt Graphic in Microsoft® PowerPoint® 2016
• Insert a Video in Microsoft® Word 2013
• Insert and Customize WordArt in Microsoft® Word 2013
• Insert and Customize WordArt in Microsoft® Word 2016
• Insert and Manage Slides in Microsoft® PowerPoint® 2016
• Insert and Manage Stored Document Components in Microsoft® Word 2013
• Insert and Manage Stored Document Components in Microsoft® Word 2016
• Insert and Modify Shapes in Microsoft® PowerPoint® 2016
• Insert Manual Page Breaks in Microsoft® Word 2013
• Insert Manual Page Breaks in Microsoft® Word 2016
• Insert Subtotals in Microsoft® Excel® 2013
• Insert Subtotals in Microsoft® Excel® 2016
• Insert Text Box in Microsoft® PowerPoint® 2016
• Insert Text Box in Microsoft® Word 2016
• Insert Text Box in Microsoft® Word 2013
• Insert Text Box in Microsoft® Word 2016
• Internet Explorer® 10
• Internet Explorer® 11 Touch Training
• Internet Explorer® 9 Training
• Internet Search Strategies: Example Project - Natural Wonders of Australia
• Introducing CD Live Visual Dashboards
• Introduction to Personal Computers, Windows® 7 Edition
• iOS® 7 - App Store Training

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Microsoft Access 2010: Customizing Data
Microsoft Access 2010: Advanced Training
Microsoft Access 2010: Advanced
Microsoft Access 2010: Intermediate Training
Microsoft Access 2010: Intermediate
Microsoft Access 2010: Advanced
Microsoft Access 2010: Intermediate
Microsoft Access 2010: Intro Training
Microsoft Access 2010: Performing Advanced Database Operations
Microsoft Access 2013: Advanced Query Options Part 2
Microsoft Access 2013: Advanced
Microsoft Access 2013: Advanced Query Options Part 1
Microsoft Access 2013: Advanced
Microsoft Access 2013: Advanced Query Options Part 2
Microsoft Access 2013: Basic
Microsoft Access 2013: Basic Queries
Microsoft Access 2013: Collaboration and Security
Microsoft Access 2013: Creating and Managing Tables Part 1
Microsoft Access 2013: Creating and Managing Tables Part 2
Microsoft Access 2013: Creating and Opening a Database
Microsoft Access 2013: Creating Forms
Microsoft Access 2013 Creating Reports
Microsoft Access 2013 Entering and Editing Table Data
Microsoft Access 2013 Navigating in a Database
Microsoft Access 2013 Training
Microsoft Access 2013: Displaying Data
Microsoft Access 2013: Macros
Microsoft Access 2013: MOS Certification Comprehensive
Microsoft Access 2013 Database Security
Microsoft Access 2013 Forms & Reports
Microsoft Access 2013 Queries Made Easy
Microsoft Excel 2007 Advanced
Microsoft Excel 2007 Analyzing Data
Microsoft Excel 2007 Basic
Microsoft Excel 2007 Build Formulas
Microsoft Excel 2007 Dynamic Formulas
Microsoft Excel 2007 Enter and Edit Data
Microsoft Excel 2007 Formatting and Layout Options
Microsoft Excel 2007 Getting Started
Microsoft Excel 2007 Intermediate
Microsoft Excel 2007 Power User
Microsoft Excel 2007 Print Perfectly
Microsoft Excel 2007 Quick Calculations
Microsoft Excel 2007 Speed Up Data Entry
Microsoft Excel 2007 VBA Programming
Microsoft Excel 2010 Advanced
Microsoft Excel 2010 Advanced Training
Microsoft Excel 2010 Analyzing Data
Microsoft Excel 2010 Automating and Protecting a Workbook
Microsoft Excel 2010 Basic
Microsoft Excel 2010 Charting Training (PC)
Microsoft Excel 2010 Intermediate
Microsoft Excel 2010 Intermediate Training
Microsoft Excel 2010 Intro Training
Microsoft Excel 2010 Pivot Tables Training
Microsoft Excel 2010 References and Ranges in Formulas
Microsoft Excel 2010 Statistical Analysis Training
Microsoft Excel 2010 VBA Programming
Microsoft Excel 2010 Working with Charts
Microsoft Excel 2010 Working with PivotTables
Microsoft Excel 2010 Working With Workbooks
Microsoft Excel 2011 Advanced
Microsoft Excel 2011 Intermediate Training
Microsoft Excel 2011 Intro Training Mac
Microsoft Excel 2013 Advanced
Microsoft Excel 2013 Analyzing Your Data Part 1
Microsoft Excel 2013 Analyzing Your Data Part 2
Microsoft Excel 2013 Applying Advanced Formatting
Microsoft Excel 2013 Basic
Microsoft Excel 2013 Charting Training
Microsoft Excel 2013 Collaborating with Others
Microsoft Excel 2013 Creating and Modifying Charts
Microsoft Excel 2013 Creating and Opening Workbooks
Microsoft Excel 2013 Creating Data
Microsoft Excel 2013 Evaluating Data Training
Microsoft Excel 2013 Formatting Data

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• Microsoft® Outlook® 2013: Customizing Outlook® Views
• Microsoft® Outlook® 2013: Managing Accounts
• Microsoft® Outlook® 2013: Managing Outlook® Data
• Microsoft® Outlook® 2013: Organizing Appointments
• Microsoft® Outlook® 2013: Personalizing Outlook®
• Microsoft® Outlook® 2013: Planning Meetings
• Microsoft® Outlook® Assessment
• Microsoft® Outlook® for iOS®
• Microsoft® PowerPoint® 2007 Advanced
• Microsoft® PowerPoint® 2007 Basic
• Microsoft® PowerPoint® 2007 Manage Graphics
• Microsoft® PowerPoint® 2007 Presentation Tips
• Microsoft® PowerPoint® 2007 Sales Presentations
• Microsoft® PowerPoint® 2007 Using Special Graphic Effects
• Microsoft® PowerPoint® 2010 - Intermediate Training
• Microsoft® PowerPoint® 2010 Adding Visuals and Media
• Microsoft® PowerPoint® 2010 Advanced
• Microsoft® PowerPoint® 2010 Basic
• Microsoft® PowerPoint® 2010 Customizing and Delivering a Presentation
• Microsoft® PowerPoint® 2010 Getting Started
• Microsoft® PowerPoint® 2010 Getting Started With Microsoft® PowerPoint®
• Microsoft® PowerPoint® 2010 Intro
• Microsoft® PowerPoint® 2011 - Intermediate Training
• Microsoft® PowerPoint® 2011 Advanced Mac®
• Microsoft® PowerPoint® 2011 Intro
• Microsoft® PowerPoint® 2013 Adding Media
• Microsoft® PowerPoint® 2013 Adding Motion
• Microsoft® PowerPoint® 2013 Adding Text to Your Presentation
• Microsoft® PowerPoint® 2013 Advanced
• Microsoft® PowerPoint® 2013 Animation Effects
• Microsoft® PowerPoint® 2013 Basic
• Microsoft® PowerPoint® 2013 Collaborating and Customizing
• Microsoft® PowerPoint® 2013 Distributing Your Presentation
• Microsoft® PowerPoint® 2013 Getting Started
• Microsoft® PowerPoint® 2013 Illustrating Your Presentations
• Microsoft® PowerPoint® 2013 Intro Training
• Microsoft® PowerPoint® 2013 Modifying and Arranging Graphics
• Microsoft® PowerPoint® 2013 MOS Certification Comprehensive
• Microsoft® PowerPoint® 2013 Organizing Content
• Microsoft® PowerPoint® 2013 Organizing Your Presentation
• Microsoft® PowerPoint® 2013 Preparing Your Slideshow
• Microsoft® PowerPoint® 2013 Presenting Data with Spreadsheets and Charts
• Microsoft® PowerPoint® 2013 Printing and Saving a Presentation
• Microsoft® PowerPoint® 2013 Shapes SmartArt
• Microsoft® PowerPoint® 2013 Using the Master Views
• Microsoft® PowerPoint® 2013 Working with Pictures
• Microsoft® PowerPoint® 2013 Working with SmartArt
• Microsoft® PowerPoint® Assessment
• Microsoft® PowerPoint® Keyboard Shortcuts
• Microsoft® Project 2007 Advanced
• Microsoft® Project 2007 Basic
• Microsoft® Project 2010
• Microsoft® Project 2010 Advanced
• Microsoft® Project 2010 Basic
• Microsoft® Project 2013
• Microsoft® Project 2016
• Microsoft® Project Tips and Tricks
• Microsoft® Publisher 2007 Advanced
• Microsoft® Publisher 2007 Basic
• Microsoft® Publisher 2010
• Microsoft® Publisher 2010 Advanced
• Microsoft® Publisher 2010 Basic
• Microsoft® Publisher 2013
• Microsoft® Publisher 2016
• Microsoft® PowerPoint® Tips and Tricks
• Microsoft® Visio® 2010 Advanced
• Microsoft® Visio® 2010 Basic
• Microsoft® Visio® 2010 Training
• Microsoft® Visio® 2013 Training
• Microsoft® Visio® Professional 2007 Advanced
• Microsoft® Visio® Professional 2007 Basic
• Microsoft® Windows® 7
• Microsoft® Windows® 7 Accessibility Features
• Microsoft® Windows® 7 Advanced
• Microsoft® Windows® 7 Basic
• Microsoft® Windows® 7 New Features
• Microsoft® Windows® 8
• Microsoft® Windows® 8 Accessibility Features
• Microsoft® Windows® 8 Mail App
• Microsoft® Windows® 8 What’s New
• Microsoft® Windows® 8.1 Overview
• Microsoft® Windows® Live Movie Maker
• Microsoft® Windows® Movie Maker 2
• Microsoft® Word 2007 Advanced
• Microsoft® Word 2007 Basic
• Microsoft® Word 2007 Intermediate
• Microsoft® Word 2007 Review and Collaborate
• Microsoft® Word 2007 Type and Edit Your Document
• Microsoft® Word 2007 Using Advanced Formatting
• Microsoft® Word 2007 VBA Programming
• Microsoft® Word 2010 - Creating Accessible Documents Training
• Microsoft® Word 2010 Advanced
• Microsoft® Word 2010 Basic
• Microsoft® Word 2010 Citation and Bibliography
• Microsoft® Word 2010 Intermediate
• Microsoft® Word 2010 Intermediate Training
• Microsoft® Word 2010 Intro
• Microsoft® Word 2010 Mail Merge
• Microsoft® Word 2010 Newsletter Training
• Microsoft® Word 2010 Working with Advanced Features
• Microsoft® Word 2010 Working with Documents
• Microsoft® Word 2010 Working with Visual Elements
• Microsoft® Word 2011 - Intermediate Training
• Microsoft® Word 2011 Advanced
• Microsoft® Word 2011 Intro Mac®
• Microsoft® Word 2013 Adding Graphics
• Microsoft® Word 2013 Adding Page Elements
• Microsoft® Word 2013 Adding Special Formatting
• Microsoft® Word 2013 Advanced Training
• Microsoft® Word 2013 Applying Styles
• Microsoft® Word 2013 Basic Training
• Microsoft® Word 2013 Building References
• Microsoft® Word 2013 Collaborating with Others
• Microsoft® Word 2013 Creating and Opening Documents
• Microsoft® Word 2013 Creating Forms
• Microsoft® Word 2013 Editing Graphics
• Microsoft® Word 2013 Editing Tables
• Microsoft® Word 2013 Finishing and Customizing Your Document
• Microsoft® Word 2013 Formatting Paragraphs
• Microsoft® Word 2013 Formatting Text
• Microsoft® Word 2013 Illustrating and Organizing Information
• Microsoft® Word 2013 Intro Training
• Microsoft® Word 2013 Mail Merge
• Microsoft® Word 2013 MOS Certification Comprehensive Vol 1 of 2
• Microsoft® Word 2013 Newsletter Training
• Microsoft® Word 2013 Proofreading
• Microsoft® Word 2013 Setting Up Your Document
• Microsoft® Word 2013 Tables and Graphics
• Microsoft® Word 2013 Tracking Changes and Comments Training
• Microsoft® Word 2013 Typing and Editing Text
• Microsoft® Word 2016
• Microsoft® Word Assessment
• Microsoft® Word Keyboard Shortcuts 2.0
• Microsoft® Word Online
• Microsoft® WordPress®
• Modify a Chart in Microsoft® Excel® 2013
• Modify a Chart in Microsoft® Excel® 2016
• Modify Delivery Date and Reply Settings in Microsoft® Outlook®
• Modify Delivery Date and Reply Settings in Microsoft® Outlook® 2016
• Monitor, Accept and Reject Edits to a Document in Microsoft® Word 2013
• Monitor, Accept, and Reject Edits to a Document in Microsoft® Word 2016
• Moodle™ 2.5 - What’s New Training
• Moodle™ 2.6 - Instructor Training
• Moodle™ 2.7 - Instructor Training
• Moodle™ 2.8 - Instructor Training
• Moodle™ 3.1 - Instructor
• Motion Path Animations in Microsoft® PowerPoint® 2016
• Multi User License Management
• Name a Cell for Use in Formulas and Functions in Microsoft® Excel® 2013
• Name a Cell for Use in Formulas and Functions in Microsoft® Excel® 2016
• Numbers® (El Capitan)

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ONLINE COURSES

- OneDrive® Training
- OneNote® 2013: Add an Excel® Spreadsheet
- OneNote® 2013: Add Audio and Video to a Notebook
- OneNote® 2013: Add Password Security to a Section
- OneNote® 2013: Add Quick Notes and Links
- OneNote® 2013: Add Tags to Help Locate Notes
- OneNote® 2013: Create a Custom Page Template
- OneNote® 2013: Customize the Quick Access toolbar and OneNote® Options
- OneNote® 2013: Embed Files from Other Programs
- OneNote® 2013: Export a Notebook
- OneNote® 2013: Modify Formatting in a Notebook
- OneNote® 2013: Navigate the OneNote® 2013 Environment
- OneNote® 2013: Organize and Search Notebook Content
- OneNote® 2013: Proof Your Notebook and Set Up Pages for Printing
- OneNote® 2013: Send a Notebook in Different Formats by Using Outlook®
- OneNote® 2013: Share and Collaborate on Notebooks
- OneNote® 2013: Use Outlook® Integration Features
- OneNote® 2013: Use Presigned Templates
- OneNote® 2013: Use the Recycle Bin and Explore the Backup Feature
- OneNote® 2013: View and Work with Notes
- OneNote® 2016
- Organizing and Selecting Social Media Response Messages
- Outlook® 2013 Part 1: Attach Files and Items
- Outlook® 2013 Part 1: Check Spelling and Grammar
- Outlook® 2013 Part 1: Create a Recurring Meeting Request
- Outlook® 2013 Part 1: Create an Email Message
- Outlook® 2013 Part 1: Create and Apply an Email Signature
- Outlook® 2013 Part 1: Create and Manage Quick Steps
- Outlook® 2013 Part 1: Create and Send an Email
- Outlook® 2013 Part 1: Create and Update Contacts
- Outlook® 2013 Part 1: Customize Reading Options
- Outlook® 2013 Part 1: Customize the Background and Theme of the Outlook® Interface
- Outlook® 2013 Part 1: Customize the Quick Access Toolbar
- Outlook® 2013 Part 1: Customize the Ribbon
- Outlook® 2013 Part 1: Delete Email Messages
- Outlook® 2013 Part 1: Enhance an Email Message with an Image
- Outlook® 2013 Part 1: Enhance an Email Message with SmartArt and Themes
- Outlook® 2013 Part 1: Format Message Content
- Outlook® 2013 Part 1: Identify the Elements of the Application Window
- Outlook® 2013 Part 1: Identify the Workspaces
- Outlook® 2013 Part 1: Manage Appointments
- Outlook® 2013 Part 1: Manage Contacts
- Outlook® 2013 Part 1: Manage Tasks
- Outlook® 2013 Part 1: Customize Messages Using Folders
- Outlook® 2013 Part 1: Paste in an Email Message
- Outlook® 2013 Part 1: Print an Email Message
- Outlook® 2013 Part 1: Print Your Calendar
- Outlook® 2013 Part 1: Print Your Contacts
- Outlook® 2013 Part 1: Propose a New Time for a Meeting
- Outlook® 2013 Part 1: Read and Respond to Emails
- Outlook® 2013 Part 1: Recall a Sent Message
- Outlook® 2013 Part 1: Respond to a Meeting Request
- Outlook® 2013 Part 1: Specify Font Options
- Outlook® 2013 Part 1: Use Commands to Manage Messages
- Outlook® 2013 Part 1: Use Flags to Manage Messages
- Outlook® 2013 Part 1: Use Outlook® Help
- Outlook® 2013 Part 1: Use Tags to Manage Messages
- Outlook® 2013 Part 1: Use Tracking Options
- Outlook® 2013 Part 1: View and Organize Your Contacts
- Outlook® 2013 Part 1: View the Calendar
- Outlook® 2013 Part 2: Advanced Options
- Outlook® 2013 Part 2: Assign a Task
- Outlook® 2013 Part 2: Change Data File Settings
- Outlook® 2013 Part 2: Create a Data File
- Outlook® 2013 Part 2: Delegate Folder Access by Using Folder Permissions
- Outlook® 2013 Part 2: Edit an Electronic Business Card
- Outlook® 2013 Part 2: Export Contacts
- Outlook® 2013 Part 2: Filter Messages
- Outlook® 2013 Part 2: Forward Contacts
- Outlook® 2013 Part 2: Insert Advanced Characters and Objects in an Email
- Outlook® 2013 Part 2: Language Options
- Outlook® 2013 Part 2: Manage a Task Assigned to You
- Outlook® 2013 Part 2: Manage Additional Calendars
- Outlook® 2013 Part 2: Manage Advanced Calendar Options
- Outlook® 2013 Part 2: Manage Journal Entries
- Outlook® 2013 Part 2: Manage Junk Mail
- Outlook® 2013 Part 2: Manage Meeting Responses
- Outlook® 2013 Part 2: Manage Your Mailbox
- Outlook® 2013 Part 2: Modify Message Settings and Properties
- Outlook® 2013 Part 2: Organize Messages
- Outlook® 2013 Part 2: Reply to a Task Request
- Outlook® 2013 Part 2: Search Messages
- Outlook® 2013 Part 2: Share Your Calendar with Another User
- Outlook® 2013 Part 2: Share Your Contacts with Another User
- Outlook® 2013 Part 2: Sort Messages
- Outlook® 2013 Part 2: Use Automatic Replies
- Outlook® 2013 Part 2: Use Search Folders
- Outlook® 2013 Part 2: Work with a Contact Group
- Outlook® 2016 Training
- Package Your Presentation for CD in Microsoft® PowerPoint® 2016
- Page Setup in Microsoft® Excel® 2013
- Page Setup in Microsoft® Excel® 2016
- PageMaker® 7: Advanced
- PageMaker® 7: Basic
- PageMaker® 7: Intermediate
- Pages® (El Capitan)
- Perform Calculations in a Table in Microsoft® Word 2013
- Perform Calculations in a Table in Microsoft® Word 2016
- Personalize and Customize Documents in Microsoft® Excel® 2013
- Personalize and Customize Documents in Microsoft® Excel® 2016
- Personalize and Customize Documents in Microsoft® Word 2016
- Photoshop® Elements® - What's New
- Photoshop® Creative Cloud® 2014 - What's New Training
- Photoshop® Creative Cloud® 2015
- Photoshop® CS5: Advanced
- Photoshop® CS5: Basic
- Photoshop® CS6: Advanced
- Photoshop® CS6: Basic
- Photoshop® CS6: Production
- Photoshop® Elements 10 Training
- Photoshop® Elements 11
- Photoshop® Elements 12 Training
- Photoshop® Elements 13
- Play Your Slide Show in Presenter View in Microsoft® PowerPoint® 2016
- PowerPoint® 2013 Part 1: Add, Delete and Modify Slides
- PowerPoint® 2013 Part 1: Animte Objects
- PowerPoint® 2013 Part 1: Apply Transitions
- PowerPoint® 2013 Part 1: Arrange Objects
- PowerPoint® 2013 Part 1: Arrange Slides
- PowerPoint® 2013 Part 1: Create a Chart
- PowerPoint® 2013 Part 1: Create a Presentation from a Template
- PowerPoint® 2013 Part 1: Create a Table
- PowerPoint® 2013 Part 1: Create and Save a PowerPoint® Presentation
- PowerPoint® 2013 Part 1: Deliver Your Presentation
- PowerPoint® 2013 Part 1: Edit Objects
- PowerPoint® 2013 Part 1: Edit Text
- PowerPoint® 2013 Part 1: Format a Chart
- PowerPoint® 2013 Part 1: Format a Table
- PowerPoint® 2013 Part 1: Format Characters
- PowerPoint® 2013 Part 1: Format Objects
- PowerPoint® 2013 Part 1: Format Paragraphs
- PowerPoint® 2013 Part 1: Format Text Boxes
- PowerPoint® 2013 Part 1: Group Objects
- PowerPoint® 2013 Part 1: Insert a Chart from Excel®
- PowerPoint® 2013 Part 1: Insert a Table from Other Office Applications
- PowerPoint® 2013 Part 1: Insert Clip Art and Images
- PowerPoint® 2013 Part 1: Insert Shapes
- PowerPoint® 2013 Part 1: Navigate the PowerPoint® Environment
- PowerPoint® 2013 Part 1: Print Your Presentation

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• PowerPoint® 2013 Part 1: Review Your Presentation
• PowerPoint® 2013 Part 1: Save a Presentation as a PDF
• PowerPoint® 2013 Part 1: Use Bullets and Number Lists
• PowerPoint® 2013 Part 1: Use PowerPoint® Help
• PowerPoint® 2013 Part 1: View and Navigate a Presentation
• PowerPoint® 2013 Part 1: Work with Themes
• PowerPoint® 2013 Part 2: Add Action Buttons to a Presentation
• PowerPoint® 2013 Part 2: Add and Manage Comments
• PowerPoint® 2013 Part 2: Add and Manage Sections
• PowerPoint® 2013 Part 2: Add Audio to a Presentation
• PowerPoint® 2013 Part 2: Add Headers and Footers
• PowerPoint® 2013 Part 2: Add SmartArt to a Presentation
• PowerPoint® 2013 Part 2: Video to a Presentation
• PowerPoint® 2013 Part 2: Annotate a Presentation
• PowerPoint® 2013 Part 2: Compare and Merge Presentations
• PowerPoint® 2013 Part 2: Convert a Presentation to a Video
• PowerPoint® 2013 Part 2: Create a Custom Slide Layout
• PowerPoint® 2013 Part 2: Create a Custom Slide Show
• PowerPoint® 2013 Part 2: Create Custom Animation Effects
• PowerPoint® 2013 Part 2: Customize the Quick Access Toolbar
• PowerPoint® 2013 Part 2: Customize the Ribbon
• PowerPoint® 2013 Part 2: Customize the Status Bar
• PowerPoint® 2013 Part 2: Modify SmartArt
• PowerPoint® 2013 Part 2: Modify the Notes Master and the Handout Master
• PowerPoint® 2013 Part 2: Package a Presentation
• PowerPoint® 2013 Part 2: Present a Slide Show Online
• PowerPoint® 2013 Part 2: Record a Presentation
• PowerPoint® 2013 Part 2: Secure a Presentation
• PowerPoint® 2013 Part 2: Set PowerPoint® Options
• PowerPoint® 2013 Part 2: Set Up a Slide Show
• PowerPoint® 2013 Part 2: Set Video Playback Options
• PowerPoint® 2013 Part 2: Share a Presentation on the Web
• PowerPoint® 2013 Part 2: Timing Slide Transitions
• PowerPoint® 2013 Part 2: Work with Slide Masters
• PowerPoint® 2013 Part 2: Work with Windows® Simultaneously
• PowerPoint® 2016 - Adding Media
• PowerPoint® 2016 - Animation & Effects
• PowerPoint® 2016 - Present & Share
• PowerPoint® 2016 - Shapes & SmartArt
• PowerPoint® 2016 - as a Planning Tool
• PowerPoint® 2016 (Mac®)
• PowerPoint® 2016 (PC)
• Premiere® Elements 12 Training
• Premiere® Pro Creative Cloud® 2015
• Premiere® Pro for Windows®
• Prepare Excel Data for Use in Access in Microsoft® Access® 2016
• Prepare Excel® Data for Use in Access in Microsoft® Access® 2016
• Prepare Your Spreadsheet Data for Use in Access® in Microsoft® Excel® 2013
• Prepare Your Spreadsheet Data for Use in Access® in Microsoft® Excel® 2016
• Preview Animations in Microsoft® PowerPoint® 2016
• Preview Query Results in Microsoft® Access® 2016
• Prezi
• Print a Calendar in Microsoft® Outlook® 2016
• Print Multiple Worksheets in Microsoft® Excel® 2016
• Print to a Specific Number of Pages in Microsoft® Excel® 2013
• Print to a Specific Number of Pages in Microsoft® Excel® 2016
• Print Your Tasks in Microsoft® Outlook® 2016
• Proof Your Presentation with Spell Check and Thesaurus Tools in Microsoft® PowerPoint® 2016
• Protect Your Data in Microsoft® Excel® 2016
• Pryor+ Admin Tutorial - Assign Training
• Pryor+ Admin Tutorial - Password Reset
• Publisher 2016
• Pull Data from a Website or Network Location in Microsoft® Excel® 2013
• Pull Data from a Website or Network Location in Microsoft® Excel® 2016 NEW!
• QuickBooks®: Apply a Late Fee to a Payment
• QuickBooks®: Bank Reconciliation
• QuickBooks®: Bank Reconciliation Discrepancy
• QuickBooks®: Charts of Accounts
• QuickBooks®: Class Tracking
• QuickBooks®: Customize AR Forms
• QuickBooks®: Edit and Merge Accounts
• QuickBooks®: Edit Preference
• QuickBooks®: Entering Bills
• QuickBooks®: Entering Checks
• QuickBooks®: Entering Credit Card Charges
• QuickBooks®: Estimates
• QuickBooks®: File Backup
• QuickBooks®: Home Page Interface
• QuickBooks®: How to Set Up New Company
• QuickBooks®: Invoicing
• QuickBooks®: Items List
• QuickBooks®: Journal Entry
• QuickBooks®: Loan Manager
• QuickBooks®: Mastering the Chart of Accounts
• QuickBooks®: Memorized Transactions
• QuickBooks®: Mileage Tracking
• QuickBooks®: New Asset Via Check Register
• QuickBooks®: New Assest Via Journal Entry
• QuickBooks®: Pay Bills
• QuickBooks®: Pay Credit Card Bills
• QuickBooks®: Receive Payments
• QuickBooks®: Record Deposits
• QuickBooks®: Sales Receipt vs Invoice
• QuickBooks®: Sales
• QuickBooks®: Setting up a Customer
• QuickBooks®: Setting up Jobs
• QuickBooks®: Setting up Late Fees
• QuickBooks®: Setting Up Users
• QuickBooks®: Setting Up Vendors
• QuickBooks®: Statements
• QuickBooks®: Sub Accounts
• Record a Macro in Microsoft® Excel® 2013
• Record a Macro in Microsoft® Excel® 2016
• Record a Narration in Microsoft® PowerPoint® 2016
• Record and Play Back a Series of Actions in Microsoft® Word 2013
• Record and Play Back a Series of Actions in Microsoft® Word 2016
• Remove the Background from an Image in a Document in Microsoft® Word 2013
• Remove the Background from an Image in Microsoft® PowerPoint® 2016
• Remove the Background from an Image in Microsoft® Word 2016
• Rename a Field in a Row in Microsoft® Access® 2016
• Rename a Query Field in Microsoft® Access® 2016
• Rename a Report Field in Microsoft® Access® 2016
• Require a Password for a Database in Microsoft Access® 2016
• Research a Topic with Smart Lookup New! in Microsoft® PowerPoint® 2016
• Research a Topic with Smart Lookup NEW! in Microsoft® Word 2016
• Reuse Slides in a Presentation in Microsoft® PowerPoint® 2016
• Save a Document to the Appropriate File Format in Microsoft® Word 2013
• Save a Document to the Appropriate File Format in Microsoft® Word 2016
• Save a Presentation to the Appropriate File Format in Microsoft® PowerPoint® 2016
• Save a Video in PowerPoint® 2016
• Save a Workbook as a Template in Microsoft® Excel® 2013
• Save a Workbook as a Template in Microsoft® Excel® 2016
• Search Your Email Messages in Microsoft® Outlook® 2016
• Search Your Email Messages in Microsoft® Outlook®

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• Search Your Email Messages in Microsoft® Outlook® 2016
• Select and Apply a Theme to Your Documents in Microsoft® Excel® 2013
• Select and Apply a Theme to Your Documents in Microsoft® Excel® 2016
• Send an Out of Office Reply in Microsoft® Outlook®
• Send an Out of Office Reply in Microsoft® Outlook® 2016
• Send Documents from Word in Microsoft® Word 2013
• Send Documents from Word in Microsoft® Word 2016
• Send Presentations from PowerPoint in Microsoft® PowerPoint® 2016
• Send/Pass a Problem
• Sending Documents from Excel in Microsoft® Excel® 2013
• Sending Documents from Excel in Microsoft® Excel® 2016
• Set a Recurring Appointment in Microsoft® Outlook® 2016
• Set a Trigger on a Video or Audio Bookmark in Microsoft® PowerPoint® 2016
• Set Properties for Content Controls in Microsoft® Word 2013
• Set Properties for Content Controls in Microsoft® Word 2016
• Set Up Show in Microsoft® PowerPoint® 2016
• Set Up Your Outlook Window Layout in Microsoft® Outlook® 2016
• Set Up Your Outlook® Window Layout in Microsoft® Outlook® 2016
• Share a Calendar in Microsoft® Outlook®
• Share a Calendar in Microsoft® Outlook® 2016
• Share Your Documents Using Windows Live OneDrive® in Microsoft® Word 2013
• Share Your Workbook Using Windows Live OneDrive® in Microsoft® Excel® 2013
• Sharing ConceptDraw MINDMAP™ Presentation Video on Facebook®
• Sharing ConceptDraw MINDMAP™ Presentation Videos on Google+™
• Sharing ConceptDraw MINDMAP™ Presentation Videos on YouTube™
• Sharing Microsoft® PowerPoint® Presentation Created with ConceptDraw MINDMAP™ on Google Docs®
• Show in Favorites in Microsoft® Outlook®
• Show in Favorites in Microsoft® Outlook® 2016
• SketchUp for 3D Printing
• Skype® for iOS Training
• Sort and Group Email Messages in Microsoft® Outlook®
• Sort and Group Email Messages in Microsoft® Outlook® 2016
• Sort and Group Tasks in Microsoft® Outlook® 2016
• Sort Table Data in Microsoft® Access® 2016
• SPSS® 22 - Basics Training
• Stack and Group Images in a Document in Microsoft® Word 2013
• Stack and Group Images in a Document in Microsoft® Word 2016
• Stack and Group Objects in Microsoft® PowerPoint® 2016
• Stack Properties for Content in Microsoft® Word 2013
• Stack Properties for Content in Microsoft® Word 2016
• Troubleshoot Formula and Function Errors in Microsoft® Excel® 2013
• Troubleshoot Formula and Function Errors in Microsoft® Excel® 2016
• Update a Contact in Microsoft® Outlook® 2016
• Update Tasks and Send Status Reports in Microsoft® Outlook® 2016
• Use a Query to Append Table Data in Microsoft® Access® 2016
• Use Advanced Options for Filters in Microsoft® Access® 2016
• Use an Image as a Slide Background in Microsoft® PowerPoint® 2016
• Use AutoCorrect to Save Time and Correct Errors in Microsoft® Word 2016
• Use AutoCorrect to Save Time and Prevent Errors in Microsoft® Word 2013
• Use AutoFill to Quickly Fill Cells from a List and Create Your Own Fillable List of Items in Microsoft® Excel® 2016
• Use AutoFill to Quickly Fill Cells from a List in Microsoft® Excel® 2013
• Use AutoFill to Quickly Fill Cells from a List in Microsoft® Excel® 2016
• Use Conditional Formulas in Microsoft® Excel® 2013
• Use Conditional Functions in Microsoft® Excel® 2016
• Use Data Filters in Microsoft® Excel® 2013
• Use Data Filters in Microsoft® Excel® 2016
• Use Data from an Excel® Spreadsheet to Populate Fields in a Document in Microsoft® Word 2013
• Use Data Variations to Create Scenarios in Microsoft® Excel® 2016
• Use Find and Replace in Microsoft® PowerPoint® 2016
• Use Graphics to Compare Cell Values in Microsoft® Excel® 2013
• Use Graphics to Compare Cell Values in Microsoft® Excel® 2016
• Use Scheduling Assistant to Plan Meetings in Microsoft® Outlook® 2016
• Use Slide Masters in Microsoft® PowerPoint® 2016
• Use Smart Guides in Microsoft® PowerPoint® 2016
• Use Sparklines to Display Trends in Microsoft® Excel® 2013
• Use Sparklines to Display Trends in Microsoft® Excel® 2016
• Use the Group, Sort, and Total Pane to Organize Reports in Microsoft® Access® 2016
• Use the Group, Sort, and Total Pane to Organize Reports in Microsoft® Access® 2016
• Use the Quick Analysis Tool in Microsoft® Excel® 2013
• Use the Quick Analysis Tool in Microsoft® Excel® 2016
• Using Google Fotos
• Using Microsoft® Windows® 10 - Accessing Windows® 10: Navigate the Windows® 10 Desktop
• Using Microsoft® Windows® 10 - Accessing Windows® 10: Sign in to Windows® 10
• Using Microsoft® Windows® 10 - Accessing Windows® 10: Use the Start Menu
• Using Microsoft® Windows® 10 - Customizing the Windows® 10 Environment: Change Start Menu Options
• Using Microsoft® Windows® 10 - Customizing the Windows® 10 Environment: Customize the Desktop and Lock Screen
• Using Microsoft® Windows® 10 - Customizing the Windows® 10 Environment: Work with Tiles and Tile Groups
• Using Microsoft® Windows® 10 - Installing and Removing Devices: Manage Peripheral Devices
• Using Microsoft® Windows® 10 - Installing and Removing Devices: Print a Document
• Using Microsoft® Windows® 10 - Managing Files and Folders: Manage Files and Folders with File Explorer
• Using Microsoft® Windows® 10 - Managing Files and Folders: Upload and Share Files with OneDrive®
• Using Microsoft® Windows® 10 - Using Cortana® and Edge: Browse the Web with Edge
• Using Microsoft® Windows® 10 - Using Cortana® and Edge: Customize Cortana’s User Interface
• Using Microsoft® Windows® 10 - Using Cortana® and Edge: Customize Edge
• Using Microsoft® Windows® 10 - Using Cortana® and Edge: Get to Know Cortana®
• Using Microsoft® Windows® 10 - Using Cortana® and Edge: Search with Cortana®
• Using Microsoft® Windows® 10 - Using Cortana® and Edge: Use Cortana® as a Personal Assistant
• Using Microsoft® Windows® 10 - Using Windows® 10 Security Features: Change Privacy Settings
• Using Microsoft® Windows® 10 - Using Windows® 10 Security Features: Check for Viruses in Windows® Defender
• Using Microsoft® Windows® 10 - Using Windows® 10 Security Features: Set New Password Types
• Using Microsoft® Windows® 10 - Using Windows® Universal Apps and Desktop Applications (Video Course)
• Using Microsoft® Windows® 10 - Using Windows® Universal Apps and Desktop Applications: Install an App from Windows® Store
• Using Microsoft® Windows® 10 - Using Windows® Universal Apps and Desktop Applications: Multitask with Open Apps
• Using Microsoft® Windows® 10 - Using Windows® Universal Apps and Desktop Applications: Set up the Mail App
• Using Microsoft® Windows® 10 - Using Windows® Universal Apps and Desktop Applications: Use Desktop Applications
• Using Microsoft® Windows® 10 - Using Windows® Universal Apps and Desktop Applications: Use Windows® Universal Apps
• View and Re-Order Animations in Microsoft® PowerPoint® 2016

Topics are continually added and updated. For your current local schedule visit us at pryor.com and enter your zip code. For your continuing education requirements, most of our courses offer CEUs. Additionally, many courses are pre-approved for CPE, HRIC, PDC and PDU credits.
• Word 2013 Part 1: Check Accessibility
• Word 2013 Part 1: Check Spelling and Grammar
• Word 2013 Part 1: Control Page Layout
• Word 2013 Part 1: Control Paragraph Layout
• Word 2013 Part 1: Convert Text to a Table
• Word 2013 Part 1: Create a Word Document
• Word 2013 Part 1: Customize a List
• Word 2013 Part 1: Customize the Word Interface
• Word 2013 Part 1: Customize the Word Options
• Word 2013 Part 1: Display a Document
• Word 2013 Part 1: Display Text as List Items
• Word 2013 Part 1: Find and Replace Text
• Word 2013 Part 1: Format a Table
• Word 2013 Part 1: Help
• Word 2013 Part 1: Insert a Table
• Word 2013 Part 1: Insert Symbols and Special Characters
• Word 2013 Part 1: Manage Formatting
• Word 2013 Part 1: Modify a Table
• Word 2013 Part 1: Modify Text
• Word 2013 Part 1: Navigate and Select Text
• Word 2013 Part 1: Other Proofing Tools
• Word 2013 Part 1: Printing
• Word 2013 Part 1: Renumber a List
• Word 2013 Part 1: Saving
• Word 2013 Part 1: Sort a List
• Word 2013 Part 1: Working with the Ribbon
• Word 2013 Part 2: Add WordArt and Other Text Effects
• Word 2013 Part 2: Adjust Image Appearance
• Word 2013 Part 2: Advanced Image Management
• Word 2013 Part 2: Apply Document Themes
• Word 2013 Part 2: Automate Tasks Using Macros
• Word 2013 Part 2: Control Cell Layout
• Word 2013 Part 2: Control Paragraph Flow
• Word 2013 Part 2: Create a Chart
• Word 2013 Part 2: Create a Data Source Using Word
• Word 2013 Part 2: Create a Document Using a Template
• Word 2013 Part 2: Create a Macro
• Word 2013 Part 2: Create a Template
• Word 2013 Part 2: Create and Modify Building Blocks
• Word 2013 Part 2: Create and Modify Text Styles
• Word 2013 Part 2: Create Complex Illustrations with SmartArt
• Word 2013 Part 2: Create Custom List or Table Styles
• Word 2013 Part 2: Create Text Boxes and Pull Quotes
• Word 2013 Part 2: Draw Shapes
• Word 2013 Part 2: Insert and Format Screenshots
• Word 2013 Part 2: Insert Building Blocks
• Word 2013 Part 2: Insert Columns
• Word 2013 Part 2: Insert Fields Using Quick Parts
• Word 2013 Part 2: Insert Section Breaks
• Word 2013 Part 2: Insert Video
• Word 2013 Part 2: Integrate Pictures and Text
• Word 2013 Part 2: Link Text Boxes to Control Text Flow
• Word 2013 Part 2: Merge Envelopes and Labels
• Word 2013 Part 2: Perform Calculations in a Table
• Word 2013 Part 2: Resize an Image

TOPICS ARE CONTINUALLY ADDED AND UPDATED. FOR YOUR CURRENT LOCAL SCHEDULE VISIT US AT PRYOR.COM AND ENTER YOUR ZIP CODE. FOR YOUR CONTINUING EDUCATION REQUIREMENTS, MOST OF OUR COURSES OFFER CEUS. ADDITIONALLY, MANY COURSES ARE PRE-APPROVED FOR CPE, HRCI, PDC AND PDU CREDITS.
CUSTOMER SERVICE

1 to 1: Customer Service Success
10 Steps to Successful Customer Service
14 Things to Improve Your Customer Service in 5 Seconds - Quick Reference
A Customer Complaints: Now What?
Attitudes in Customer Service
Basics of a Great Customer Conversation
Breaking Out of the Non-Person Box
Building Great Customer Experiences
Characteristics of a Value-Centered Organization
Creating Great Customer Conversations
CRM in Real Time
Customer CEO
Customer Experience
Customer Life-Time Value
Customer Loyalty
Customer Relationship Management
Customer Sense
Customer Service and DISC Styles
Customer Service Basics
Customer Service Episode 1: A Tale of Two Businesses
Customer Service Episode 2: Pay Attention to Your Environment
Customer Service Episode 3: Little Things Matter
Customer Service Episode 4: Your Wait Time is Approximately Forever
Customer Service Episode 6: A Playful Way to Annoy Your Customers
Customer Service Episode 7: Dealing with Irate Customers
Customer Service Episode 8: Follow Every Rule
Customer Service Episode 9: Using Proper English and Grammar Can Only Hurt Your Career
Customer Service Episode 10: Sound Excited Already!
Customer Service Gone Viral
Customer Service Later
Customer Service: 01. Service Quality Indicators
Customer Service: 02. Helping Customers Increase Income
Customer Service: 03. Helping Your Customers Increase Their Revenue
Customer Service: Are You With Me?
Customer Service: Cutting Corners
Customer Service: I'm Right, You're Wrong
Customer Service: It's Not My Problem
Customer Service: Service Delayed is Service Denied
Customer Service: The Invisible Customer
Dangerous Customer Service
Dealing with Customers Lawfully: A Rapid Skill Builder Booklet
Delight Your Customers
Delivering a Powerful Customer Experience
Delivering a Powerful Customer Experience (French)
Delivering a Powerful Customer Experience (French-Canadian)
Delivering a Powerful Customer Experience (Spanish)
Delivering Knock Your Socks Off Service
Delivering Stellar Customer Service
Diffusing Hostility Through Customer Service
Diffusing Hostility Through Customer Service (Spanish)
Customer Service Basics
Customer Service and DISC Styles
Diffusing Techniques for Healing Customer Relationships
Effective Techniques for Dealing with Difficult Customers
Feedback: Feedback Basics
Feedback: Social Media Feedback
Feedback: Surveys
Feedback: What To Do With Feedback
Forces of Change
Fun Facts About Customer Service
Get Ready for an Upset Customer Worksheet
Great Tips for Great Service
Handling an Angry Customer
Handling Customer Complaints
Handling Customer Complaints in Hospitality
Handling the Difficult Customer

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• Healing Customer Relationships
• Hospitality ADA Compliance
• How to Deliver Effective Online Customer Support
• How to Engage Your Customer
• How to Engage Your Customer (French)
• How to Engage Your Customer (French-Canadian)
• How to Engage Your Customer (Spanish)
• How to Improve a Situation With an Upset Customer - Quick Reference
• How to Lead and Empower Your Customer Service Team
• How to Resolve Customer Complaints on the Spot
• How to Say You’re Sorry
• How to Tell a Customer “No”
• Improving Customer Service: A Rapid Skill Builder Booklet
• Key Qualities in Building Customer Loyalty
• Know and Work With the Expectations of Those You Serve
• Lead with Your Customer
• Learn to be On-Stage to Provide the Best Service
• Lower Your Call Center Costs
• Maintaining a Positive Service Attitude
• Manage Your Body Language - And Read Theirs
• Over-Service to Leave a Lasting Impression
• Package Your Service with Warmth
• Projecting Competence and Credibility
• Promote Your Service Value
• Quality Customer Service: Customer Interactions
• Quality Customer Service: Four Basic Elements
• Quality Customer Service: Phone Calls
• Recruit and Hire Stellar Customer Service Representatives
• Revolutionize Your Customer Experience
• Service as a DIS-satisfier
• Service Failure
• Service Impact Series: Credibility Through Honesty
• Service Impact Series: Cross-Cultural Communication
• Service Impact Series: Dimensions of Service
• Service Impact Series: Levels of Learning
• Service Impact Series: The Angry Customer
• SMILE!
• SMILE! (Spanish)
• Take Care of Yourself to Provide Sustainable Service
• Taking C.A.R.E. of Business
• Taking the Customer Point of View
• TeleCare®: Your Role as Detective
• TeleCare®: Your Role as Healer
• TeleCare®: Your Role as Host
• TeleCare®: Your Role as Teacher
• The “First Person” Syndrome
• The 3 Traits of Great Customer Service
• The 4 Ps in Creating Loyal Customers
• The 5 Values of Great Customer Service
• The Customer Service Survival Kit
• The Customer Service Zone
• The DNA of Customer Experience
• The Service Providers
• The Two Factors in Customer Service
• Turn Lemons into Lemonade: Handling Complaints Effectively
• Turning Around an Angry Customer
• Turning Around an Angry Customer (French)
• Turning Around an Angry Customer (French-Canadian)
• Turning Around an Angry Customer (Spanish)
• Turning Customer Satisfaction into Customer Loyalty
• Understand What Those You Serve Value: Evaluation Values
• Understand What Those You Serve Value: Selection Values
• Up Your Service!
• Uplifting Service
• Use Effective Phone Skills
• What NOT to Say to Your Customers
• When Things Go Wrong
• When You Can’t Say Yes
• Who Affects Service the Most?
• Who Gets Your Attention?
• Who is Your Customer?
• Why Customers Don’t Complain
• Win Over that Difficult Person
• You Have to LOVE Customers

**EVELYN WOOD LIBRARY**

• Memory Dynamics: Exaggeration
• Vocabulary Dynamics: How it Works

**FINANCE & ACCOUNTING**

• 365 Ways to Live Cheap
• Accounting - Asset Securitization
• Accounting Ethics & Integrity
• Accounting for Derivatives
• Accounting in a Nutshell
• Accounting Statements, Balance Sheets and More!
• Accrual Accounting, Part 1
• Accrual Accounting, Part 2
• ACH
• Adult Financial Abuse
• Adult Financial Abuse - California
• Advanced Scenario Analysis and Stress Tests
• Aggregate Supply and Aggregate Demand
• Analysis and Evaluation of Risk Exposures
• Analysis of Financing Liabilities
• Analysis of Income Taxes
• Analysis of Retirement Needs
• Analyst Conflicts of Interest
• Analyzing Financial Leverage for a Business
• Analyzing Risks
• Annuities (Asset Liability Management)
• Annuities (Insurance)
• Application of Analytical Techniques
• Applying Breakeven Analysis in the Workplace
• Audit Committee
• Audit Report Writing for Internal Auditors
• Auditor Independence
• Back Office Controls
• Balancing the Books
• Bankruptcy Law for Collection Professionals
• Basic Concepts in Financial Planning
• Basic Financial Measures
• Be Audit Secure: Part 1 - Introduction
• Be Audit Secure: Part 2 - Reasonable Basis
• Be Audit Secure: Part 3 - The Rule of 3’s
• Be Audit Secure: Part 4 - Policies and Procedures
• Be Audit Secure: Part 5 - Standard Operating Procedures
• Be Audit Secure: Part 6 - Communication
• Be Audit Secure: Part 7 - Training
• Be Audit Secure: Part 8 - Internal Audits
• Board of Directors
• Bookkeeping and Accounting
• Bookkeeping Basics
• Budgeting: How to Budget Expenses
• Business and Financial Information for Small Businesses
• Business Financing for Beginners
• Business Graphs, Charts and Other Calculations
• Business Math
• Cash Flow Management - How to Read Cash Flow Statements
• Cash Flow Management - Managing Payables
• Cash Flow Management - Managing Receivables
• Certificates of Deposit
• Challenges Facing the Accounting Profession
• Check 21
• Check Kiting
• Check Processing
• Components of Check Fraud
• Conducting Internal Payroll Audits in 2016 Part Five: I-9 Hot Tips
• Conducting Internal Payroll Audits in 2016 Part Four: Why You Must Audit Your W-4s
• Conducting Internal Payroll Audits in 2016 Part Seven: Audit Secure® Must Haves
• Conducting Internal Payroll Audits in 2016 Part Six: Exempt Status Classification of Workers
• Conducting Internal Payroll Audits in 2016 Part Three: W-9 Compliance Tips and Penalties for Noncompliance
• Conducting Internal Payroll Audits in 2016 Part Two: Independent Contractor Classification
• Conducting Internal Payroll Audits in 2017 Part One: 4 Things the DOL Will Request During Your Audit
• Consumer Privacy Act
• Corporate and Criminal Fraud Accountability
• Corporate Bonds
• Corporate Fraud and Accountability
• Corporate Responsibility - SOX
• Corporate Tax Returns - SOX
• Correlation and Regression Analysis
• Cost of Capital: What does money cost?
• Cost of Sales - COGS
• Cost of Sales - Discounts
• Cost of Sales - Inventory
• Credit Union Regulations
• Credit Union Services
• Credit Unions
• Currency Futures
• Debt Information for Teens
• Debt Information for Teens (Spanish)
• Debt Information for Teens (French)

Topics are continually added and updated. For your current local schedule visit us at pryor.com and enter your zip code. For your continuing education requirements, most of our courses offer CEUs. Additionally, many courses are pre-approved for CPE, HRCI, PDC and PDU credits.
• Privacy Acts Regulations Policies
• Privacy Notices and Their Content
• Project Valuation Methods
• QuickBooks® 2011
• QuickBooks® 2012
• QuickBooks®: A 60 Minute Crash Course
• QuickBooks®: Payroll
• Reconciliation of Books
• Records Retention Guidelines for Financial Institutions
• Reform, Recovery and Enforcement Act of 1989
• Reg CC - Expedited Funds Availability Act
• Regulation BB
• Regulation DD
• Regulation E: Changes in July 2010
• Regulation E: Electronic Check Conversion (ECK)
• Regulation E: Electronic Terminal
• Receipts and Periodic Statements
• Regulation E: Error Resolution Procedures
• Regulation E: Issuances of Access Devices
• Regulation E: Overviews
• Regulation O
• Regulation W
• RESPA
• Responsibilities of the Teller
• Retirement Planning - Social Security
• Reviewing the Basics of Business Structures
• Right to Financial Privacy Act Part 1
• Right to Financial Privacy Act Part 2
• Risk Self-Assessment
• ROI: Calculating Internal Rate of Return
• ROI: Calculating Net Present Value
• ROI: Calculating the Payback Method
• Saving Money
• Six Sigma Black Belt - V1
• Six Sigma Green Belt - V1
• Stock Index Futures
• Supervisory Requirements
• Tax
• Tax Planning
• Taxation
• Teller Cash Handling
• The Fundamentals of Cash Flow Forecasting
• The Many Forms of Money
• The Triple Bottom Line
• TI BA II PLUS PROFESSIONAL
• Time Value of Money
• Transfer of Property
• Truth in Lending Act and Regulation Z
• Types of Check Fraud
• UCC Article 9 Update
• Understanding Bonds and their Values
• Understanding Credit
• Understanding Financial Information
• Understanding the Balance Sheet
• Understanding the Cash Flow Statement
• Understanding the Income Statement
• Underwriting and Claims
• Use and Understand Purchase Agreements
• Using ROA and ROE as Performance Indicators
• Value at Risk
• Various Types of Mutual Fund Products
• Vocabulary Challenge: Basics Accounting
• What is Money Laundering
• Yield Curve Analysis

HUMAN RESOURCES
• 5 Ways To Engage Employees (plus one)
• 60 Secrets to Successful Employee Orientation
• 7 Steps to Better Written Policies and Procedures
• 90 Days 90 Ways
• A Drug-free Workplace
• A Drug-free Workplace for Construction
• A Drug-free Workplace for General Industry
• A Drug-free Workplace for Health Care
• A Drug-free Workplace for Manufacturing
• A Drug-free Workplace for Transportation
• A Framework for Excellence
• A New Way to Train Employees
• A Six-Step Learning Cycle
• Achieving 100% Compliance of Policies and Procedures
• Active Shooter & Workplace Violence (Spanish)
• Age Discrimination Law and Cooperation
• Alcohol Abuse: 01. Training Responsibilities
• Alcohol Abuse: 02. Rules and Regulations
• Alcohol Abuse: 03. Who Should I Test?
• Alcohol Abuse: 04. How Do I Know if Someone is Impaired?
• Alcohol Abuse: 05. What Are the Testing Procedures?
• Alcohol Abuse: 06. What Happens if My Employee Fails an Alcohol Test?
• Alcohol Abuse: 07. What Happens if My Employee Refuses an Alcohol Test?
• Alcohol Abuse: 08. Record Keeping
• Alcohol Abuse: 09. Employee Training
• An Introduction to HIPAA
• Analyze Human Capital with HR Metrics
• Analyzing Pay Theories
• Anti-Harassment: Anti-Harassment for Everyone
• Anti-Harassment: Anti-Harassment for Managers
• Anti-Harassment: Anti-Harassment in Review
• Anti-Harassment: History of Sexual Harassment
• Anti-Harassment: Investigating Complaints
• Anti-Harassment: Writing and Communicating an Anti-Harassment Policy
• Appropriate Interview Questions - Quick Reference
• Are You Really Listening?
• Are You Really Listening? (Spanish)
• As Simple As Respect: Diversity, Respect and Inclusion In the Workplace
• As Simple As Respect: Diversity, Respect and Inclusion In the Workplace (Spanish)
• Avoiding Wrongful Termination
• Background Screening and Investigations
• Bad Apples
• Becoming a "Learning Organization"
• Beginning Development for Training Programs
• Best Practices in Policies and Procedures
• Beyond Training and Development
• Building Framework for the Development of Training Programs

ONLINE COURSES

• California Anti-Harassment: 01. History of Sexual Harassment
• California Anti-Harassment: 02. Anti-Harassment for Everyone
• California Anti-Harassment: 03. Anti-Harassment for Managers
• California Anti-Harassment: 04. Examples and Scenarios
• California Anti-Harassment: 05. Writing and Communicating an Anti-Harassment Policy
• California Anti-Harassment: 06. Investigating Complaints
• California Anti-Harassment: 07. Anti-Harassment in Review
• California Anti-Harassment: Summary of SB 396 Changes
• California Preventing Sexual Harassment for Employees
• California Understanding Harassment: 01. Introduction to Understanding Harassment
• California Understanding Harassment: 02. Creating a Healthy Culture
• California Understanding Harassment: 03. Understanding Offenders
• California Understanding Harassment: 04. Understanding Targets
• California Understanding Harassment: 05. Warning Signs
• California Understanding Harassment: 06. Bystander Training
• California Understanding Harassment: 07. Understanding Harassment in Review
• Call Centers and Human Resource Management
• Can Pay Be Strategic
• Can You Request A Medical Exam for Employee on Intermittent FMLA Leave?
• Career Contentment
• Career Development Programs
• Choosing a Program Backbone
• Choosing an Interview Format and Considering Legal Issues
• Communicating in a Diverse World
• Completing the Framework for Developing Training Programs
• Conduct Effective Interviews and Hire the Right People
• Conduct Effective Witness Interviews
• Conduct the Interview
• Conducting a Performance Evaluation Conference and Revamping Evaluation Conference
• Create a Drug-Free Workplace
• Creating a Bully-Free Workplace: Employee Edition
• Creating Effective Program Notes
• Creating Engagement Among Employees
• Creating Great Business Video: 3 Levels of Video Content
• Creating Great Business Video: Building the Production Team
• Creating Great Business Video: Introduction
• Creating Great Business Video: The Case for Video

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- Creating Great Business Video: The New Learner
- Creating Great Business Video: Animation Formats
- Creating Great Business Video: Background Formats
- Creating Great Business Video: Basics of Structure
- Creating Great Business Video: Coaching the Presenter
- Creating Great Business Video: Color Formats
- Creating Great Business Video: Creating Tests
- Creating Great Business Video: Creating Viewer Notes
- Creating Great Business Video: Desktop Video
- Creating Great Business Video: Graphic Formats
- Creating Great Business Video: Instructional Design Guidelines
- Creating Great Business Video: Instructional Design Tips
- Creating Great Business Video: Lighting
- Creating Great Business Video: Mini-Studio Video
- Creating Great Business Video: Narrating Screen Captures
- Creating Great Business Video: Presentation Tips
- Creating Great Business Video: Presenter Appearance
- Creating Great Business Video: Presenter Body Language
- Creating Great Business Video: Presenter Gestures
- Creating Great Business Video: Presenter Images
- Creating Great Business Video: Project Scope Issues
- Creating Great Business Video: Quality Recording
- Creating Great Business Video: Reading a Script
- Creating Great Business Video: Recording Set-Up
- Creating Great Business Video: Running a Teleprompter
- Creating Great Business Video: Structuring Programs
- Creating Great Business Video: Structuring Scenes
- Creating Great Business Video: Text Formats
- Creating Great Business Video: Using a Teleprompter
- Creating Great Business Video: Video Authoring
- Creating Great Business Video: Write for Mental Engagement
- Creating Great Business Video: Writing Guidelines
- Creating Great Business Video: Writing Processes
- Criteria Categories and Linkages
- Current Labor Challenges and Labor Laws
- Deciding With Diversity
- Deciding With Drug and Alcohol Abuse for Managers and Supervisors (Spanish)
- Deciding With Performance Issues
- Deciding on a Pay System
- Delaware: Preventing Sexual Harassment for Employees
- Delaware: Preventing Sexual Harassment for Managers
- Delivering Training Masterfully
- Determine the Competencies Required
- Determining Internal and External Pay Factors
- HIPAA Privacy and Security Basics
- Developing a Compensation Package
- Developing Trainer Skills
- Dialogue - Now You're Talking! Communicating in a Diverse World (Spanish)
- Dialogue Across Generations
- Dialogue Between Gender
- Dialogue for Cultural Understanding
- Disability Discrimination and Accommodation for Managers
- Disclosing Protected Health Information and HIPAA
- Discrimination: The Protected Classes
- Diversity Challenges: What Would You Do?
- Diversity: Face to Face
- Do Respect
- Do you have to pay them?
- Document the Job Requirements
- Don't Forget Forgetting!
- Dos & Don'ts of Records Retention and Destruction
- Drugs and Alcohol at Work Protected?
- EEOC Reg - B
- Electronic Record Keeping for HR Professionals
- Eliminate the Confusion of FMLA
- Employee Engagement - Bad Deal or Real Deal?
- Employee Privacy
- Employee: How to be Accountable
- Employee: What is Accountability?
- Employing Workers with Disabilities - Beneficial to Business
- Engagement vs Interaction
- Establishing a System of Policies and Procedures
- Evaluating Training Programs: The Four Levels
- Exploring the Global Business Environment
- Exploring the Need for Labor Unions
- Fair Labor Standards Act (FLSA) for Employees
- Fair Labor Standards Act (FLSA) for Managers
- Family and Medical Leave Act
- FAQ: Seasonal Employee Hours and Pay
- FCPA Anti-Corruption and Bribery
- Five Ways to Avoid a Discrimination Claim
- FLSA Rules, Regulations and Classification Standards
- Follow-Up and Coaching
- Foreign Corrupt Practices Act (FCPA): Overview
- Foreign Corrupt Practices Act (FCPA): Overview (Spanish)
- Form W-9: Payee Identification and Tax Determination
- Gateways to Inclusion
- Generation Z
- Get People to Take Your Training!
- Get Rid of Time-Off Ted, Attitude Alice and Slacker Sam
- Getting to Know the Generations
- Global Cultural Awareness
- Global Trends in Human Resource Management
- Handbook for Strategic HR
- Handling References
- Harassment Hurts: It's Personal (Spanish)
- Harassment Retaliation Action Plan
- Harassment: What Would You Do?
- Harmonizing Work, Family and Personal Life
- HIPAA Privacy and Security Basics
- HIPAA: 1. The Basics
- HIPAA: 2. What is HITECH?
- HIPAA: 3. HITECH - Understanding Business Associates
- HIPAA: 4. What is Protected Health Information?
- HIPAA: 5. The Privacy Rule - Authorization
- HIPAA: 6. The Privacy Rule - Disclosures
- HIPAA: 7. The Security Rule
- HIPAA: 8. Enforcement
- HIPAA: 9. Breaches
- HIPAA: 10. Penalties
- HIPAA: 11. General Disclosures - FAQ
- HIPAA: 12. Marketing - FAQ
- HIPAA: 13. Protection Against Violations - Risk Analysis
- HIPAA: 14. Protection Against Violations - Safeguards
- HIPAA: 15. Quick Learn for Employees
- HIPAA: 16. Consumer Rights
- HIPAA: 17. Disclosure to Family and Friends
- HIPAA: 18. For Emergency Responders
- HIPAA: 19. GINA
- HIPAA: How Did We Get Here?
- HIPAA: What Health and Human Services Requires
- Hire Team-Oriented Employees
- Hostility, Harassment, and Workplace HEADaches
- How Personality affects Employee Behavior
- How to Avoid a Wrongful Termination Claim
- How to Avoid Discrimination Claims
- How to Clearly Communicate Employee Benefits
- How to Create a Hostile Work Environment
- How to Identify and Prevent Workplace Sexual Harassment
- How to Improve Your Engagement at Work
- How to Legally Terminate Employees on Leave
- How to Maintain a Drug-Free Workplace
- How to Pay Attention and Listen!
- How to Succeed as a One Person HR Department
- How to Write Comprehensive Policies and Procedures
- How Well Do You Know Your Employees?
- How Working Memory Works
- HR: The Cornerstone of Successful Organizations
- Human Resources in Research and Practice
- Human Resources Law Update 2019
- I-9 & Immigration Law Compliance - Update 2018
- Ideas for Improving Engagement
- Ideocrisy of an MTV Workplace
- Implementing Successful Training
- Improving Your Team's Employee Engagement
- Information Security Best Practices
- Insights to Better Mentoring
- Internal Investigations and Confidentiality
- Interviewing Tips
- Introduction to Compensation and Benefits
- Introduction to Managing Employee Performance
- Introduction to Performance Appraisals and Appraisal Systems
- Introduction to Performance Excellence
- Laws Relating to Pay
- Leading HR
- Legal Aspects of Interviewing and Hiring
- Legally Terminate Employees: 10 Critical Things You Must Know

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ONLINE COURSES

• Understanding Harassment: Understanding Harassment
• Understanding Harassment: Understanding Offenders
• Understanding Harassment: Understanding Targets
• Understanding Harassment: Warning Signs
• Understanding Sexual Harassment
• Understanding the Fair Labor Standards Act: Part 1
• Understanding the Fair Labor Standards Act: Part 2
• Understanding the Family and Medical Leave Act for Managers
• Understanding Unlawful Workplace Harassment
• Valuing Diversity
• Valuing Diversity in the Workplace
• Valuing Diversity in the Workplace (French)
• Valuing Diversity in the Workplace (French-Canadian)
• Valuing Diversity in the Workplace (Spanish)
• Village of 100, 3rd Edition (Spanish)
• Village of 100, 4th Edition
• Wage & Hour Basics
• Weathering Storms
• What is New Employee Onboarding?
• Who Are Customers of Training?
• Workers Comp Exam
• Working Well with Everyone: What is Diversity?
• Working with Different Generations
• Workplace Bullying
• Workplace Bullying - California
• Workplace Counselling
• Workplace Discrimination and Harassment Infographic
• Workplace Harassment Prevention for Managers and Supervisors
• Workplace Violence: An Overview

INDUSTRY SPECIFIC

• Auto Loans
• Avoiding Plagiarism
• Bank Assets
• Bank Bribery Act
• Bank Financing for Beginners
• Bank of Secrecy for Management and Operations: Putting the Pieces Together
• Bank of Secrecy for Management and Operations: True Stories of Money Laundering
• Bank Regulations
• Bank Secrecy Basics: Better Safe Than Sorry
• Bank Secrecy Basics: Manipulating the System
• Bank Secrecy Basics: So What’s the Big Deal?
• Bank Secrecy Basics: Structuring and Layering and Integration, Oh My!
• Bank Secrecy Basics: What is Money Laundering?
• Bank Secrecy for Frontline Employees: The Customer is Always Right Except When They Aren’t
• Bank Secrecy for Frontline Employees: The List
• Bank Secrecy for Frontline Employees: What Do You Do with $10,000 in Cash?
• Bank Secrecy for Frontline Employees: What SAR? I Don’t Know Anything About an SAR.
• Bank Secrecy for Management and Operations: 120 Hours and Counting
• Bank Secrecy for Management and Operations: Banking the UnBanked
• Bank Secrecy for Management and Operations: Cash-less Money Laundering
• Bank Secrecy for Management and Operations: Exceptions to the Rule
• Bank Secrecy for Management and Operations: Giving More Than 100%
• Bank Secrecy for Management and Operations: Red Flags Ahead
• Banking 101
• Banks
• Basics of Accounting
• Before School Starts: Things To Do
• Campus Aware: Sexual Violence Prevention
• Case Studies - Barings Bank
• Chronic Disease Management
• Click Here to Order
• Commercial Lending
• Credit and Economic Growth
• Credit Card Operations
• Credit Risk Management
• Credit Union and Banks: The Differences
• Customer Service in Government Agencies
• Dealing with Difficult Patients
• Effective Email & Memo Writing for Paralegals
• Electronic Banking
• Emerging Diseases: Prions and Viruses
• Entrepreneur Skills
• Final Statements of Accounts of Banks
• Financial Analysis for Lending
• Government and Markets
• Government Project Management
• Government Transitions
• Government’s Place in the Market
• Growing a Franchise
• Handling Complaints in the Medical Profession
• HIPAA Privacy and Security Basics for Employees in the Healthcare Sector
• How to Reduce Missed Medical Appointments
• Improving Profitability in Tough Times
• Internal Audit in Banks
• Internal Control System
• Introduction to Banking
• Introduction to Bookkeeping and Accounting
• Leadership in Government Agencies
• Lending Against Real Estate
• Loans and Advances
• Medical Records and Patient Information Distribution
• Mortgage Loans
• Moving to a Paperless Office
• New Employee Training for School and College Districts
• New Employee Training for School and College Districts (Spanish)
• Operational Risk Management
• Paralegal Ethics
• Paralegal Proofing
• Paralegal Roles from Pleading to Judgement
• Plain Language for Government
• Practice of Bookkeeping in Banks
• Preparing Your Business Case
• Preventing Discrimination and Harassment on Campus
• Preventing Employment Discrimination (Campus Edition)
• Preventing Employment Discrimination (Federal Sector)
• Federal Sector Managers and Supervisors
• Preventing Unlawful Harassment: College and University Edition
• Records Management in Government Agencies
• Research Skills and Strategies for Paralegals
• Resolving Government Customer Complaints on the Spot
• Retailer Hot Buttons: Traffic
• Retailer Hot Buttons: Transaction Size
• Retailer Profitability Model (for Retailers): Frequency
• Retailer Profitability Model (for Retailers): Introduction Frontline (Restaurant)
• Retailer Profitability Model (for Retailers): Introduction Frontline (Retail)
• Retailer Profitability Model (for Retailers): Items Per Customer
• Retailer Profitability Model (for Retailers): Price Per Item
• Retailer Profitability Model (for Retailers): Reach
• Retailer Profitability Model: Part 1
• Retailer Profitability Model: Part 2
• Retailer Profitability Model: Part 3
• Risk Management Principles
• Self-Directed Work Teams in a Government Agency
• Social Media in Government
• Supervisors and External Auditors
• Supervisory Self-Assessment
• Taking Ideas into Business Reality
• Talking Up Your Business
• The Dream
• The Power of Data in Government Agencies
• The Small Business Guide to Government Contracts
• The Value of Employee Ownership
• Tuberculosis in the Healthcare Environment: How TB Spreads and Guidelines for Fighting It
• Tuberculosis in the Healthcare Environment: Reducing Risk - Engineering Controls
• Tuberculosis in the Healthcare Environment: Reducing Risk - Medical Surveillance
• Tuberculosis in the Healthcare Environment: Reducing Risk - Wearing a Respirator
• Tuberculosis in the Healthcare Environment: The Resurgence of Tuberculosis
• Tuberculosis in the Healthcare Environment: Working With and Treating Active TB
• Types of Papers
• Unlawful Harassment for Colleges: Employee Version

Topics are continually added and updated. For your current local schedule visit us at pryor.com and enter your zip code. For your continuing education requirements, most of our courses offer CEUs. Additionally, many courses are pre-approved for CPE, HRCI, PDC and PDU credits.
ONLINE COURSES

• Agile Software Development: An Introduction
• Are You on the Software Police’s Most Wanted List?
• ASP.NET Core Using MVC, Part 1 of 6: Introduction
• ASP.NET Core Using MVC, Part 2 of 6: Granite Project
• Certfied Ethical Hacker (Part 8 of 8): Cloud and Cryptography
• Cisco CCNP Implementing Cisco IP Routing, Part 1 of 4: Planning and EIGRP
• Cisco CCNP Implementing Cisco IP Routing, Part 2 of 4: OSPF and Routing
• Cisco CCNP Implementing Cisco IP Routing, Part 3 of 4: Paths and Filtering
• Cisco CCNP Implementing Cisco IP Routing, Part 4 of 4: Branch Office and IPv6
• Cisco IP Switched Networks (CCNP Switch), Part 1 of 7: Network Design
• Cisco IP Switched Networks (CCNP Switch), Part 2 of 7: Campus Area Network
• Cisco IP Switched Networks (CCNP Switch), Part 3 of 7: Spanning Tree
• Cisco IP Switched Networks (CCNP Switch), Part 4 of 7: Inter VLAN-Routing
• Cisco IP Switched Networks (CCNP Switch), Part 5 of 7: Advanced Switch Configuration
• Cisco IP Switched Networks (CCNP Switch), Part 6 of 7: L3 First Hop Redundancy Protocol
• Cisco Troubleshooting and Maintaining (CCNP TSHOOT), Part 1 of 5: Complex Enterprise Networks
• Cisco Troubleshooting and Maintaining (CCNP TSHOOT), Part 2 of 5: Apps and Switched Solutions
• Cisco Troubleshooting and Maintaining (CCNP TSHOOT), Part 3 of 5: Routing and Addressing
• Cisco Troubleshooting and Maintaining (CCNP TSHOOT), Part 4 of 5: Performance and Convergence
• Cisco Troubleshooting and Maintaining (CCNP TSHOOT), Part 5 of 5: Security and Enterprise Networks
• Cloud Computing Security Knowledge (CCSK) Version 3
• Cloud Computing: Trends, Strategies, and Best Practices
• Comfort in the Classroom
• ColdFusion Basics Training
• CompTIA A+ Cert, (Part 1 of 13): Fundamentals
• CompTIA A+ Cert, (Part 2 of 13): Best Practices
• CompTIA A+ Cert, (Part 3 of 13): PC Components
• CompTIA A+ Cert, (Part 4 of 13): Windows and Environments
• CompTIA A+ Cert, (Part 5 of 13): Networking Technologies
• CompTIA A+ Cert, (Part 6 of 13): SOHO, Mobile, and Printers
• CompTIA A+ Cert, (Part 7 of 13): Security
• CompTIA A+ Cert, (Part 8 of 13): Troubleshooting
• CompTIA A+ Cert, (Part 9 of 13): PC Hardware
• CompTIA A+ Cert, (Part 10 of 13): Computer Networking
• CompTIA A+ Cert, (Part 11 of 13): Working with Mobile Devices
• CompTIA A+ Cert, (Part 12 of 13): Working with Operating Systems
• CompTIA A+ Cert, (Part 13 of 13): Network and PC Security
• CompTIA Security+ (Part 5 of 9): Securing Networks
• CompTIA Security+ (Part 6 of 9): Physical Security and Access Control
• CompTIA Security+ (Part 7 of 9): Risk Assessment and Monitoring
• CompTIA Security+ (Part 8 of 9): Cryptography and PKI
• CompTIA Security+ (Part 9 of 9): Social Engineering and Wrap up
• CompTIA® FC0-U51: IT Fundamentals
• CompTIA® L00-101 & L00-102: CompTIA Linux+
• Computing Securely in the Cloud
• Converged Infrastructure: Benefits and Challenges
• Creating Effective SLAs For Cloud Computing Services
• Customer Engagement Today: A Revolutionary Approach
• Cyber Ethics: A Growing Business Challenge
• Cyber Security Awareness: You Are the First Line of Defense (Part 1 of 6)
• Cyber Security Awareness: Understand Your Attacker (Part 2 of 6)
• Cyber Security Awareness: A Few Words About Passwords (Part 3 of 6)
• Cyber Security Awareness: Configuring Your Devices (Part 4 of 6)
• Cyber Security Awareness: How to Browse Safely (Part 5 of 6)
• Cyber Security Awareness: Avoiding Human Mistakes (Part 6 of 6)
• Cyber Security Basics
• Data Security Compliance - Module 3: Data Security-Device Access
• Due Diligence and Don't Be Sorry
• Effective Data Management
• Effective Network Security
• Energy Efficient Data Centers: Best Practices
• Enterprise Automation: What You Need to Know
• Enterprise Security Landscape
• Enterprise Security Update
• Extensible Business Reporting Language
• Extensible Business Reporting Language Part 1: An Introduction to XBRL
• Extensible Business Reporting Language Part 2: Taxonomy Building & Coding

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ONLINE COURSES

- Extensible Business Reporting Language Part 3: Using XBRL with Spreadsheets and Other Systems
- HTML Basics
- HTML5 & CSS3 Basics
- HTML5: Advanced
- HTML5: Basic
- Insider Threats and Attacks: Detection and Prevention
- Insider Threats: Avoiding the Next Snowden
- Interconnecting Csco Networking Devices (CCNA), Part 1 of 5: Scalable Networks
- Interconnecting Csco Networking Devices (CCNA), Part 2 of 5: Troubleshoot Connectivity
- Interconnecting Csco Networking Devices (CCNA), Part 3 of 5: Multi-Area Networks
- Interconnecting Csco Networking Devices (CCNA), Part 4 of 5: Wide Area Networks
- Interconnecting Csco Networking Devices (CCNA), Part 5 of 5: Network Device Management
- Introducing IoT: The Internet of Things
- ITIL 4 (Part 2 of 5): Four Dimensions
- ITIL 4 (Part 3 of 5): Guiding Principles
- ITIL 4 (Part 4 of 5): Continual Improvement
- ITIL 4 (Part 5 of 5): Asset Management
- ITIL Foundation, Part 1 of 5: Introduction
- ITIL Foundation, Part 2 of 5: Principles, Models, and Concepts
- ITIL Foundation, Part 3 of 5: Lifecycle Phases
- ITIL Foundation, Part 4 of 5: Strategy and Design Proc
- ITIL Foundation, Part 5 of 5: Processes and Functions
- JavaScript® Essentials
- Legacy Modernization - In a Budget Constrained Environment
- Managing Supply Chain Risk
- Microsoft® 70-243: Administering and Deploying SCCM 2012
- Microsoft® 70-346: Managing Office 365® Identities and Requirements
- Microsoft® 70-410: Installing and Configuring Windows® Server 2012
- Microsoft® 70-411: Administering Windows® Server 2012
- Microsoft® 70-461: Querying SQL Server® 2012
- Microsoft® 70-462: Administering SQL Server® 2012 Databases
- Microsoft® 70-464: Developing Microsoft® SQL Server® 2012 Databases
- Microsoft® 70-640 TS: Windows® Server 2008 Active Directory, Configuring
- Microsoft® 70-642 TS: Windows® Server 2008 Network Infrastructure, Configuring
- Microsoft® 70-646 Pro: Windows® Server 2008, Server Administrator
- Microsoft® 70-687: Configuring Windows® 8
- Microsoft® SharePoint® 2013 Basics Training
- Microsoft® SharePoint® 2013 Designer 2007 Advanced
- Microsoft® SharePoint® Designer 2007 Basic
- Microsoft® SharePoint® Foundation 2010 Basic
- Microsoft® SharePoint® Server 2010 Advanced
- Microsoft® SharePoint® Server 2010 Basics
- Microsoft® SQL
- Mobile Application Management: An Introduction
- Mobile Payments: Trends and Insights
- Mobile Strategy for B2B - It’s All About the Quality of the Visit
- Modern Information Systems - IT Infrastructure: Part 1
- Modern Information Systems - IT Infrastructure: Part 2
- Optimize Your Website for MOBILE!
- Oracle® 12c OCP 1Z0-062: SQL Fundamentals
- PCI DSS: What You Need to Know
- Phishing
- PHP Basics
- Privacy Issues
- Privileged User Accounts: Best Practices
- Protecting Your PC
- Red Teams: Securing the Enterprise
- Rootkits: A Growing Security Threat
- Sage 50 Certificate Course
- Scrum Master, Part 1 of 2: Waterfall to Agile
- Scrum Master, Part 2 of 2: Artifacts and Sprints
- Secure Document Sharing with Mobile Devices
- Semantic Intelligence: The Enabler of Mobile Search and Advertising
- Semantic Technologies: Enabling Next-Generation Web Advertising
- Sharepoint® 2016 - Calendar
- Sharepoint® 2016 - Discussion Board
- Sharepoint® 2016 - Document Library - First Steps
- Sharepoint® 2016 - Document Library - Set and Manage Alerts
- Sharepoint® 2016 - Document Library - Understanding Versioning
- Sharepoint® 2016 - First Steps
- Sharepoint® 2016 - Introduction
- Sharepoint® 2016 - Lists
- Sharepoint® 2016 - Picture Library
- Sharepoint® 2016 - Share a Site
- Sharepoint® 2016 - Sync Libraries
- Sharepoint® 2016 - Tasks
- SQL Basics
- Storage Optimization: An Introduction
- Streaming System Testing for Enterprise Releases
- Survey Says: How to Identify Phishing Emails
- Testing Methodologies and Improvements: Thinking Outside the Box
- The Five Big Bang Theory of the Internet
- The Role of Technology in Counter-Terrorism
- Theft and the Protection of Data
- User-Centered Design: Benefits, Challenges and Best Practices
- Virtual Appliances: An Introduction
- Virtual Teams: Strategies for Success
- Virtualization: An Introduction
- XHTML and CSS3 Training
- XML

MANAGEMENT & LEADERSHIP

- 100 Ways to Motivate Others
- 20 Reproducible Assessment Instruments for the New Work Culture
- 25 Role Plays for Interview Training
- 5 Excuses Managers Make to Avoid Terminating a Problem Employee
- 5 Steps to an Employee Training and Engagement Plan
- 8 Steps to Effective One-on-Ones
- 8 Steps to Effective Team Meetings
- A Coach’s Guide to Embracing Leadership Styles
- A Coach’s Guide to Embracing Leadership Styles (French)
- A Coach’s Guide to Embracing Leadership Styles (French-Canadian)
- A Coach’s Guide to Feedback
- A Manager’s Guide to Virtual Teams
- A Manager’s Overview of the Family Medical Leave Act
- A Motivator’s Tool Kit
- Accountability: 3 Simple Techniques to Provide Useful Feedback
- Accountability: 3-Step Formula to Setting Clear Expectations
- Accountability: 4 Barriers to Building a Culture of Accountability
- Accountability: Ask Better Questions - Get Better Answers
- Accountability: The Secret to Help Your Team Get Better - Faster
- Accountability: Turn Your Team Into Problem Solvers
- Accountability: What is Accountability?
- Accountability: What to Do When a Team Member Misses the Mark
- Achieving Buy-In for Change: Part 1
- Achieving Buy-In for Change: Part 2
- Adapting Your Coaching Style
- Adapting Your Coaching Style (French)
- Adapting Your Coaching Style (French-Canadian)
- Adapting Your Coaching Style (Spanish)
- Addressing Workplace Dysfunctions: Understanding Dysfunctions (Part 1 of 4)
- Addressing Workplace Dysfunctions: Identifying Organizational Dysfunctions (Part 2 of 4)
- Addressing Workplace Dysfunctions: Recognizing Relationship Dysfunctions (Part 3 of 4)
- Addressing Workplace Dysfunctions: Strategies for Resolving Relationship Dysfunctions (Part 4 of 4)
- An Introduction to Coaching
- An Introduction to Coaching (French)
- An Introduction to Coaching (French-Canadian)
- An Introduction to Coaching (Spanish)
- An Introduction to Effective Leadership
- An Introduction to Effective Leadership (French)

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An Introduction to Effective Leadership (French-Canadian)
An Introduction to Effective Leadership (Spanish)
Analyzing Employee Performance: Can-Do, Will-Do Actions
Analyzing Employee Performance: Can-Do, Will-Do Questions and Tips
Assertive Communication Skills for Managers
Barriers to Communication Success, Part 1
Barriers to Communication Success, Part 2
Be an Interview Superstar
Become a Followable Leader Final Exam
Become An Effective Leader, Part 1
Become An Effective Leader, Part 2
Becoming a Great Leader: Building an Effective Leadership Team
Becoming a Great Leader: Characteristics
Becoming a Great Leader: Creating Followership
Becoming a Great Leader: Developing Followers
Becoming a Great Leader: Developing Yourself
Becoming a Great Leader: Effective Delegation
Becoming a Great Leader: Empowering Followers
Becoming a Great Leader: Fundamentals
Becoming a Great Leader: How to be a Follow-able Leader
Becoming a Great Leader: How to Motivate Employees
Becoming a Great Leader: Introduction
Becoming a Great Leader: Leadership and Power
Becoming a Great Leader: Motivational Leadership
Becoming a Great Leader: Putting it All Together
Becoming a Servant Leader
Behavioral Based Interviewing
Benefits and Pitfalls of Planning
Budget Management
Budgeting Essentials - Budget Reporting
Budgeting Essentials - Budgeting Expenses
Budgeting Essentials - Budgeting Revenue
Budgeting Essentials - What is Budgeting
Budgeting Essentials - Zero Based Budgeting
Build Your Team
Building and Sustaining a Nimble Culture
Building More Effective Organizations
Building Profit Through Building People
Building Stakeholders Relations and CSR
Building Teamwork One Individual at a Time
Change Management: After the Announcement
Change Management: After the Announcement (French)
Change Management: After the Announcement (French-Canadian)
Change Management: After the Announcement (Spanish)
Change Management: Analysis
Change Management: Analysis (French)
Change Management: Analysis (French-Canadian)
Change Management: Analysis (Spanish)
Change Management: Creating Employee Excitement
Change Management: Creating Employee Excitement (French)
Change Management: Creating Employee Excitement (French-Canadian)
Change Management: Making the Announcement
Change Management: Making the Announcement (French)
Change Management: Making the Announcement (French-Canadian)
Change Management: Making the Announcement (Spanish)
Change Management: Preparing for Change
Change Management: Preparing for Change (French)
Change Management: Preparing for Change (French-Canadian)
Change Management: Preparing for Change (Spanish)
Change Management: The Phases of Change (French)
Change Management: The Phases of Change (French-Canadian)
Change Management: The Phases of Change (Spanish)
Change Management: Working Through the Change
Change Management: Working Through the Change (French)
Change Management: Working Through the Change (French-Canadian)
Change Management: Working Through the Change (Spanish)
Changing the Culture of Your Organization
Choosing the Best Person for the Task
Choosing the Right CRM Software
Closing the Loop with Feedback
Coaching Basics
Coaching Novices to Experts
Coaching Others Step-by-Step
Coaching Others to a Higher Performance
Coaching Skills: Beyond Basic Supervision
Coaching Skills: Captain
Coaching Skills: Contributor
Coaching Skills: Introduction
Coaching Skills: Key Player
Coaching Skills: Rookie
Coaching Skills: The Coaching Conversation
Coaching Tips
Coaching with a Process
Coaching with a Process (French)
Coaching with a Process (French-Canadian)
Coaching with a Process (Spanish)
Communicate Effectively and Confidence
Communicate with Power
Competitive Advantage in Organizational Strategy
Completing the Effectance Motivation Questionnaire
Concept Evaluation: Identifying Opportunities
Concerned Effectuations
Conducting a Disciplinary Conversation
Conducting a Performance Review with a Poor Performer
Conducting a Performance Review with a Poor Performer (French)
Conducting a Performance Review with a Poor Performer (French-Canadian)
Conducting a Performance Review with a Poor Performer (Spanish)
Connecticut Sexual Harassment Training for Supervisors
Connecting with Remote Employees
Connections
Constructive Feedback
Contingency Planning Worksheet
Contract Renegotiation: What You Need to Know
Controlling Leadership Versus Servant Leadership
Coping with Change: Change for Managers
Creating a Bully-Free Workplace: Manager Edition
Creating a More Motivating Experience
Creating a Motivating Experience: Understanding Motivation (Part 1 of 5)
Creating a Motivating Experience: Seven Ways to Help Motivate Others (Part 2 of 5)
Creating a Motivating Experience: Nine Tips for Self-Motivation (Part 3 of 5)
Creating a Motivating Experience: Maximizing Workplace Motivation (Part 4 of 5)
Creating a Motivating Experience: What Demotivates People at Work (Part 5 of 5)
Creating Accountability
Creating an Incredible Company Culture: Embracing the Natural Speed of Change
Creating an Incredible Company Culture: Encouraging Appropriate Risk-Taking
Creating an Incredible Company Culture: How to Deliver Effective Constructive Criticism
Creating an Incredible Company Culture: The Importance of Listening to Others
Creating and Maintaining a Successful Organizational Culture
Creating and Maintaining the Culture of Your Organization
Creating Focus During Change
Creating Workforce Agility
Creative Ways to Reward and Motivate Employees
Creativity: '06. Staying Creative
Criticism & Discipline Skills for Managers and Supervisors
Cutting Edge Communication: Creating a No-Blame Culture
Cutting Edge Communication: Handling Tricky Appraisals
Cutting Edge Communication: Sharing Feedback
Cutting Edge Communication: Supervising Effectively
Dealing with Resistance
Delegation: Delegation Audit (Apply It Tool)
ONLINE COURSES

- Delegation: Eight Obstacles to Delegation (Interactive Infographic)
- Delegation: Introduction to Delegation
- Delegation: Making Sure the Work Gets Done
- Delegation: Preparing Your Team for Delegation
- Delegation: Task Assignment Checklist (pdf/word job aid)
- Delegation: The Five-Step Delegation Process
- Demystifying Management
- Developing B-Players Into Top Performers (Part 1 of 6): The Great Overlooked Opportunity
- Developing B-Players Into Top Performers (Part 2 of 6): Identifying Potential A-Players
- Developing B-Players Into Top Performers (Part 3 of 6): Building Aspiration in B-Players
- Developing B-Players Into Top Performers (Part 4 of 6): Organizational Examination Comes First
- Developing B-Players Into Top Performers (Part 5 of 6): Leveraging the Talents of B-Players
- Developing B-Players Into Top Performers (Part 6 of 6): How to Build More A-Players
- Developing Management Skills
- Developing Remote Employees
- Discipline (Part 1 of 4): Discipline and Accountability For Results
- Discipline (Part 2 of 4): Elements of a Disciplinary Conversation
- Discipline (Part 3 of 4): Conducting a Disciplinary Discussion
- Discipline (Part 4 of 4): Progressive Discipline
- Discipline and Accountability for Results
- Docs and Coyotes - Only the Nimble Survive
- Driving Agility: Constant Contact
- Driving Agility: Drivers of Innovation
- Driving Agility: Driving Agility
- Driving Agility: Inside Influences
- Driving Agility: Replacement Thinking
- Driving Agility: The 3 R’s
- Driving Agility: The Moment
- Driving Agility: The Question
- Driving Agility: What’s Next
- Driving Agility: Yellow Gold
- Effectance Motivation Fundamentals
- Effective Communication for Remote Workers
- Effective Delegation Skills
- Effective Emergency Management & Disaster Planning
- Effective Global Program Management for IT
- Effective Negotiation Tactics for Supervisors
- Effective Performance Reviews
- Elements of a Disciplinary Conversation
- Elite!
- Embedding Organizational Culture
- Employee Discipline for Managers and Supervisors
- Employee Recognition
- Employee Retention (Part 1 of 7): Building a High-Performance Work System
- Employee Retention (Part 2 of 7): Costs and Causes of Employee Turnover
- Employee Retention (Part 3 of 7): Compiling Employee Satisfaction Data
- Employee Retention (Part 4 of 7): Essential Factors
- Employee Retention (Part 5 of 7): Pay for Performance Plans
- Employee Retention (Part 6 of 7): Promoting Work-Life Balance
- Employee Retention (Part 7 of 7): Advanced Strategies
- Ergonomics for Managers
- Ethics: A Manager’s Perspective
- Evolution of Management
- Expectancy Theory
- Extrinsic and Intrinsic Rewards
- Facilities Management
- Facility Planning and Management for Service Providers
- Feedback and Non-Verbal Communication
- Feedback That Works
- Field Tested
- Four Things All New Supervisors
- Must Remember: E.X.A.L.T.
- Four Things All New Supervisors
- Must Remember: L.E.A.R.N.
- Four Things All New Supervisors
- Must Remember: S.H.A.K.E.
- Four Things All New Supervisors
- Must Remember: S.U.P.E.R.
- Fred Pryor on Leadership
- Generational Differences
- Generational Differences (French)
- Generational Differences (French-Canadian)
- Generational Differences (Spanish)
- Generations at Work
- Goal Theory
- Going from Coworker to Boss
- Going From Coworker to Boss (French)
- Going From Coworker to Boss (French-Canadian)
- Going From Coworker to Boss (Spanish)
- Group Decision Making
- Hallmarks of a Motivating Experience
- Helping Employees Use Their Time Wisely
- Helping Others Solve Problems
- Hiring Remote Employees
- How People Get Their Kicks
- How Perceptions and Expectations Affect Motivation
- How to Ace Your First Day as a Supervisor
- How to Avoid the Most Common Mistakes New Managers Make
- How to Bargain Better with Vendors and Suppliers
- How to Deal with Employee Complaints and Concerns
- How to Handle the Management Problems of a Technical Specialist
- How to Manage, Train and Motivate the Change-Resistant Employee
- How to Read, Interpret and Troubleshoot Contracts
- How to Retain Your Best and Brightest Employees
- How to Supervise Bad Attitudes & Negative Behaviors
- How to Supervise Off-Site Employees
- How to Understand and Administer a Budget
- Identifying the Culture of Your Organization
- Implementing the Strategic Plan
- Improving Employee Attitude and Job Satisfaction
- Increasing Team Effectiveness
- Influencing
- Innovation at the Verge
- Inspiring Creativity as a Leader
- Intellectual Property
- Introduction to Discipline
- Introduction to Managing Remote Employees
- Introduction to Working Remotely
- Intros and Extroverts: Introduction
- Intros and Extroverts: Managing Extroverts
- Intros and Extroverts: Managing Introverts
- Job Rotation, Motivation and Morale
- Leaders Learning: How Not to Manage
- Leader's Toolbox: The Change Environment
- Leaders Working with Leaders: Building Your Team
- Leaders Working with Leaders: Building Your Team (French)
- Leaders Working with Leaders: Building Your Team (French-Canadian)
- Leaders Working with Leaders: Building Your Team (Spanish)
- Leadership & Engagement - A Correlation?
- Leadership and Delegation: Can You Do It All? (Part 1 of 6)
- Leadership and Delegation: How to Delegat Work (Part 2 of 6)
- Leadership and Delegation: Levels of Freedom (Part 3 of 6)
- Leadership and Delegation: Delegating Authority (Part 4 of 6)
- Leadership and Delegation: Accountability in Delegation (Part 5 of 6)
- Leadership and Delegation: Your Delegation Toolkit (Part 6 of 6)
- Leadership and Empowerment: Engagement, Delegation, and Empowerment (Part 1 of 6)
- Leadership and Empowerment: Common Empowerment Misconceptions (Part 2 of 6)
- Leadership and Empowerment: Understanding Empowerment (Part 3 of 6)
- Leadership and Empowerment: Preparing for Empowerment in Your Organization (Part 4 of 6)
- Leadership and Empowerment: How to Implement Empowerment (Part 5 of 6)
- Leadership and Empowerment: Why Empowerment Fails (Part 6 of 6)
- Leadership and Problem Solving
- Leadership and Vision, Mission, and Values: Understanding Mission Statements (Part 2 of 5)
- Leadership and Vision, Mission, and Values: Choosing Organizational Values (Part 3 of 5)
- Leadership and Vision, Mission, and Values: The Differences Among Vision, Mission, and Values Statements (Part 4 of 5)
- Leadership and Vision, Mission, and Values: Writing Vision, Mission, and Values Statements (Part 5 of 5)
- Leadership Fundamentals for Success Final Exam

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ONLINE COURSES

- Leadership of a Diverse Group
- Leadership vs. Management
- Leadership: Earning Trust
- Leadership: Giving Non-Cash Recognition
- Leadership: Trusting Others
- Leading A Diverse Workforce, Part 1
- Leading A Diverse Workforce, Part 2
- Leading a High-Performance Team
- Leading a High-Performance Team (Spanish)
- Leading a Team: 01: Leading a Team
- Leading a Team: 02 Team Building and the Tuckman Model
- Lean: Common Tools
- Lean: Excellence through Lean Six Sigma
- Lean: Introduction to 5S
- Lean: Principles
- Lean: The Basics
- Learn to Lead: Coaching to Promote Performance
- Learn to Lead: Collaboration - The Key to Successful Solutions
- Learn to Lead: Creative Collaborating
- Learn to Lead: How to Lead When Things Go Sideways
- Learn to Lead: Motivation Mission
- Learn to Lead: Three Tips for Motivating Leadership
- Learn to Lead: You Got This! Make Decisions With Confidence
- Learning to Lead Final Exam
- Logistics Operations and Management
- Love 'em or Lose 'em
- Maintaining a Drug-Free Workplace: Manager's Edition
- Make Effective Decisions
- Making a Plan that Works
- Making Decisions as a Group
- Manage Diversity and Grow
- Manage Diversity and Grow (French)
- Manage Diversity and Grow (French-Canadian)
- Manage Diversity and Grow (Spanish)
- Management Basics
- Management Skills - What Does it Take?
- Manager: Getting Started on Accountability
- Manager: Leading Accountable Teams
- Manager: Transforming into a Culture of Accountability
- Managers as Mentors
- Manager’s Guide to Employee Performance Improvement
- Manager's Guide to the Americans with Disabilities Act
- Manager's Toolbox: Background Checks
- Manager’s Toolbox: Battling a Toxic Environment
- Manager’s Toolbox: Battling a Toxic Environment (French)
- Manager’s Toolbox: Battling a Toxic Environment (French-Canadian)
- Manager’s Toolbox: Battling a Toxic Environment (Spanish)
- Manager’s Toolbox: Building an Engaged Organization
- Manager’s Toolbox: Building an Engaged Team
- Manager’s Toolbox: Building an Engaged Team (French)
- Manager’s Toolbox: Building an Engaged Team (French-Canadian)
- Manager’s Toolbox: Building an Engaged Team (Spanish)
- Manager’s Toolbox: Employee Termination Checklist
- Manager’s Toolbox: Interviewing Checklist
- Manager’s Toolbox: Modeling Engagement Behaviors
- Manager’s Toolbox: Modeling Engagement Behaviors (French)
- Manager’s Toolbox: Modeling Engagement Behaviors (French-Canadian)
- Manager’s Toolbox: Modeling Engagement Behaviors (Spanish)
- Manager’s Toolbox: The Power of Positive Language
- Manager’s Toolbox: The Power of Positive Language (French)
- Manager’s Toolbox: The Power of Positive Language (French-Canadian)
- Manager’s Toolbox: The Power of Positive Language (Spanish)
- Manager’s Toolbox: Time Management and Your Team
- Manager’s Toolbox: Time Management and Your Team (French)
- Manager’s Toolbox: Time Management and Your Team (French-Canadian)
- Manager’s Toolbox: Time Management and Your Team (Spanish)
- Manager’s Toolbox: Understanding Employee Privacy
- Managers, Not MBAs
- Managing an Age Diverse Workforce
- Managing Boundaries
- Managing Challenging Clients
- Managing Conflict: A Collaborative Approach
- Managing Different Generations
- Managing for Accountability
- Managing for Accountability (Spanish)
- Managing for Engagement: Creating an Engaged Organization
- Managing for Engagement: Measuring Employee Engagement
- Managing for Engagement: Measuring Employee Engagement (Spanish)
- Managing for Engagement: Rewarding Performance
- Managing for Engagement: Rewarding Performance (Spanish)
- Managing for Engagement: Rewarding Performance (French-Canadian)
- Managing for Engagement: Rewarding Performance (French)
- Managing for Engagement: Rewarding Performance (Spanish)
- Managing Human Resources for the Millennial Generation
- Managing Knock Your Socks off Service
- Managing Negotiability
- Managing People in a Downturn
- Managing People Offsite
- Managing Remote Employees
- Managing Risk: Criminal Awareness
- Managing Risk: Decision Making
- Managing Risk: Employee Health
- Managing Risk: Financial Basics
- Managing Risk: Preventive Maintenance
- Managing Risk: Reputation Management
- Managing Risk: Safety
- Managing Staff Development
- Managing Teams within an Organization
- Managing the Grapevine
- Managing Up: The Art of Managing Your Manager
- Managing Virtual Teams: Techniques and Best Practices
- Marketing the Culture of Your Organization
- Maslow’s Theory of Motivation
- Maximizing Employee Performance
- Maximizing Employee Performance (Spanish)
- Maximizing the Benefits of Your Organization’s Structure
- Maximizing the Effectance Experience
- Meal & Rest Break Training: CA Manager & Supervisors
- Measuring for Success
- Meeting the Delegation Challenge
- Meeting the Delegation Challenge (Spanish)
- Mentoring: Creating a Successful Mentoring Relationship
- Mentoring: How to Create a Mentoring Program
- Mentoring: How to Match Mentors and Mentees
- Mentoring: Making a Mentoring Agreement
- Mentoring: Mentoring Meeting Guidelines
- Mentoring: The What and the Why
- Mentoring: What is a Mentoring Program
- Mergers, Acquisitions & Divestments
- Mistakes Leaders Make: Eight Signs of a Dysfunctional Organization
- Mistakes Leaders Make: Fixing the Dysfunction
- Mistakes Leaders Make: Impediship
- Mistakes Leaders Make: Six Wrong Ways to Manage
- Motivating and Retaining the Teenage Worker
- Motivating Employees: Appraising Performance
- Motivating Employees: Creating an Inspiring Workplace
- Motivating Employees: Designing Satisfying Jobs
- Motivating Employees: Part 1
- Motivating Employees: Part 2
- Motivating Employees: Rewarding Performance
- Motivating Your People and Being a Positive Role Model
- Motivation
- Motivation and Job Performance
- Motivation: Ethical Strategies
- Motivational Theorists Whose Theories Work in Practice
- Moving from Technical Professional to Manager
- Negotiating With Suppliers
- Next Generation Talent Management
- No Magic Bullet
- On Selecting, Developing and Managing Talent
- Onboarding Remote Employees
- Open-Book Management (Part 1 of 4): The Missing Link
- Open-Book Management (Part 2 of 4): Addressing Your Fears
- Open-Book Management (Part 3 of 4): Key Elements
- Open-Book Management (Part 4 of 4): Tips for Implementation
- Operational Plans: Budgets

Topics are continually added and updated. For your current local schedule visit us at pryor.com and enter your zip code. For your continuing education requirements, most of our courses offer CEUs. Additionally, many courses are pre-approved for CPE, HRCI, PDC and PDU credits.
Online Courses

- Operational Plans: The Single Use Plan
- Operational Plans: The Standing Plan
- Operations Management for Service Providers
- Operations Management in Manufacturing
- Operations Rules
- Organization for Efficiency
- Organizational Behavior
- Organizational Communication
- Organizational Learning
- Organizational Skills
- Organizational Strategy
- People People
- Performance Excellence: Cost
- Performance Excellence: Introduction
- Performance Excellence: Requirements
- Performance Excellence: Roadblocks
- Performance Excellence: Terms
- Performance Excellence: Why
- Performance Gaps: A Diagram for Success: Find the Right Solution to Improve Performance
- Performance Gaps: Got Gaps? Discover the Real Reason for Performance Gaps
- Performance Gaps: Setting Clear Expectations: What You Say & What They Hear
- Performance Gaps: Solve Performance Gaps: When They Can'T Do It
- Performance Gaps: Solve Performance Gaps: When They Won'T Do It
- Performance Gaps: Test Your Skills: Tackle Performance Gaps Head-On
- Performance Gaps: Uncover What You Don'T Know About Your Team'S Performance Gaps
- Performance Intervention Maps
- Performance Management: A Systems View
- Performance Management: Setting Goals
- Performance Management: The Coaching Conversation
- Performance Reviews with Less Stress and Better Results
- Performance Reviews: 7 Steps to Prepare
- Placing a Product: Creating Value With Supply Chains
- Placing a Product: Exploring Distribution
- Positioned
- Preparing for Your PCI Audit
- Preventing Age Discrimination for Managers and Supervisors
- Preventing Employment Discrimination for Managers and Supervisors
- Preventing Sexual Harassment for Managers
- Preventing Unlawful Workplace Harassment in Federal Agencies - Manager Edition
- Pricing a Product
- Principles of Planning
- Product Development and Patents
- Productive Performance Appraisals
- Productivity Through Praise
- Progressive Discipline
- Project Management for Non-Project Managers
- Proper Introductions: Virtual Introductions
- Providing Feedback
- Put On Your Manager'S Hat
- Put the Moose on the Table
- Put Your Business on Autopilot
- Rational Decision Making
- Religious Discrimination and Accommodation for Managers and Supervisors
- Return on Investment (ROI) Basics
- Risk
- Risk Management Basics: Defining Hazards
- Risk Management Basics: Embedding Processes
- Risk Management Basics: Healthy Risk Culture
- Risk Management Basics: Identifying Risk
- Risk Management Basics: Risk Assessment
- Risk Management Basics: Risk Management Techniques
- ROI at Work
- S.M.A.R.T . Goals
- Sense and Respond
- Servant Leadership 101
- Service is Front Stage
- Six Sigma: Six Sigma and Kaizen
- Solving the Compensation Puzzle
- Staffing to Support Business Strategy
- Staying Positive
- Strategic Customer Management
- Strategic Planning for Long-Term Success (Part 1 of 4): Vision
- Strategic Planning for Long-Term Success (Part 2 of 4): Self-Assessment
- Strategic Planning for Long-Term Success (Part 3 of 4): Process
- Strategic Planning for Long-Term Success (Part 4 of 4): Meeting Tips
- Strategic Planning: A Definition
- Strategic Problem Solving for Better Decision Making
- Strategic Staffing
- Structures for Strategy
- Success for Hire
- Success Principles for Leaders
- Successful Customer Care in a Week
- Succession Planning
- Succession Planning : 8 Critical Steps
- Succession Planning: 01. The Importance of Succession Planning
- Succession Planning: 02. What is a HiPo?
- Succession Planning: 03. Creating a Policy
- Succession Planning: 04. Identifying HiPos
- Succession Planning: 05. HiPos vs. High Performers
- Succession Planning: 06. Retaining and Developing HiPos
- Succession Planning: People Back-up
- Succession Planning: The Private Business
- Succession Planning: The Transition Process
- Supervising a Promot
- Supervising Remote Employees
- Supervisor'S Passport to Success
- Survive the 10 Toughest Conversations
- Every Supervisor Dreads
- Talent Leadership
- Team Building: Characteristics of a Successful Team
- Team Building: Effective Team Members
- Team Building: Team Development and Tunkan Model
- Team Building: Teams in Crisis Situations
- Team Building: Types of Teams
- Team Building: What is Team Building?
- Teams that Work
- Telework: How to Telecommute Successfully
- Terminating Employees
- The Age of Productivity
- THE Answer for Business Success
- The Benefits of an Environmental Management System
- The Cultural Fit Factor
- The Daily You
- The Decision Making Process, Part One
- The Decision Making Process, Part Two
- The Disciplinary Conference and Grievances
- The Executive Guide to Integrated Talent Management
- The External Environment
- The Facility Manager'S Handbook
- The Golden Crossroads
- The Hidden Drivers of Success
- The Lean Office
- The Network is Your Customer
- The New Realities of Change
- The Performance Engagement Model
- The Product Life Cycle
- The Productivity Tip System
- The Progressive Discipline Process
- The Readiness Stairs Model
- The Road to Audacity
- The Rules of Attraction
- The Secret to Employee Motivation
- The Theory of Reinforcement
- The Three Types of Effectance
- The Value of Followers: Traits of a Great Follower (Part 1 of 3)
- The Value of Followers: Leaders as Followers (Part 2 of 3)
- The Value of Followers: Becoming a Followable Leader (Part 3 of 3)
- The Virtual World of Work
- The Why Behind Poor Performance
- Tips for Effective Delegation
- Top 10 Mistakes of Managers
- Tracking Progress with Controls
- Transforming the Organization
- Transitioning from Staff to Supervisor
- Ultimate Basic Business Skills
- Understanding Motivation: Managing Expectations
- Understanding Motivation: Meeting Employee Needs
- Understanding Motivation: Processes that Inspire
- Understanding Power, Influence, and Leadership
- Understanding Power, Influence, and Leadership (French)
- Understanding Power, Influence, and Leadership (French-Canadian)
- Understanding the Impact of Culture in Your Organization
- Use Resistance as Your Friend-Leader
• Using the Right Style
• Using Your Executive Coach
• Utilizing Power and Influence Effectively
• Valuing Diversity for Managers
• Vision, Mission and Values
• Wage & Hour Basics: CA Managers & Supervisors
• What Change Leaders Do
• What Every Leader Needs
• What Every Leader Needs (French)
• What Every Leader Needs (French-Canadian)
• What Every Leader Needs (Spanish)
• What Every Mentor Needs
• What is a Product?
• What Is A Supervisor
• What Makes a Leader?
• What Makes a Leader? (French)
• What Makes a Leader? (French-Canadian)
• What Makes a Leader? (Spanish)
• What Managers Don’t Know Can Hurt You
• When Change Isn’t a Choice-Leader
• When Managers Rebel
• Where Do Product Ideas Come From?
• Why Teamwork Works
• Work and People
• Work Habits for Remote Employees
• Work Teams: Some Basic Guidelines
• Work With the Confused Employee
• Working within the General and Specific Environment
• Workplace Harassment Prevention: Managers and Supervisor Edition
• Would I Work for Me?
• Writing Performance Reviews
• You Get What You Manage: The Pygmalion Effect

MARKETING
• 10 Mistakes in Marketing
• 49 Marketing Secrets (that Work) to Grow Sales
• Billion Dollar Branding
• Boosting Sales
• Brand Marketing
• Breaking Through
• Building Brand and Reputation
• Business Marketing Face to Face
• Competitive Marketing in Tourism
• Conducting Competitor Research Online
• Connecting with Others Using Google+™
• Creating a Blog with WordPress® 4.1
• Creating Your Brand Proposition
• Delicious
• Determining Customer Needs
• Developing a Value Proposition
• DO IT! Marketing
• Easy E-Newsletters
• Email Metrics 101
• Flickr
• Great Layout & Design: Tips, Tricks and the Latest Trends
• Great Legal Marketing
• Grow Regardless
• Guerrilla Facebook® Marketing
• Guerrilla Marketing During Tough Times
• Guerrilla Marketing on the Front Lines
• How to Create a Social Media Flowchart
• Increasing Search Engine Optimization
• Increasing Website Traffic
• Introduction to Marketing
• Lead Development: Social Media Networking
• Lean but Agile
• Leveraging LinkedIn to Increase Sales
• Managing Bad Press
• Marketing Communications: Budgeting
• Marketing Communications: Goals and Objectives
• Marketing Communications: Integrated
• Marketing Communications: Promoting Your Product
• Marketing Communications: Resonating with your Audience
• Marketing Communications: Tracking Campaigns
• Marketing Environment Basics
• Marketing Greatest Hits
• Marketing in the 21st Century and Beyond
• Marketing Plans
• Marketing: Selecting Target Markets
• Mastering Social Media
• Pinterest® Training
• Place Branding
• Pricing Perspectives
• Reverse Psychology Marketing
• Setting a Marketing Communications Budget
• Social Media for Business: What You Need to Know
• Social Media in the Workplace: Advice and Best Practices
• Social Networking: Does It Work at Work?
• Social Networking: Facebook®
• Social Networking: Instant Messaging
• Social Networking: LinkedIn®
• Stakeholder Reputation Research
• Strategic Marketing Planning for the Small to Medium-Sized Business
• Successful Email Marketing
• Successful Marketing
• The Brand Glossary
• The Four P’s: Marketing Strategies
• The Mobile Marketing Handbook
• The New Rules of Green Marketing
• The Secrets of Successful Business Blogging
• The Value of Podcasts
• Twitter
• Write Powerful Copy for the Web and More

OSHA & WORKPLACE SAFETY
• 5 Common Safety Hazards in the Office Infographic
• 7 Safety Habits That Could Save Your Life
• A Manager’s Guide to Safety in the Workplace
• Accident Investigation
• Active Shooter & Workplace Violence
• Aggressive Driving
• Automated External Defibrillators (AEDs): Saving Sudden Cardiac Arrest Victims
• Back Injury Prevention
• Back to Work. Back to Safety. Re-gaining Safety Habits after Time Away from Work. (Spanish)
• BBP for Healthcare
• Bloodborne Pathogen Training
• Bloodborne Pathogens
• Bloodborne Pathogens and Personal Protective Equipment (PPE)
• Bloodborne Pathogens and the Needlestick Safety and Prevention Act
• Bloodborne Pathogens Overview
• Carbon Dioxide for Managers
• Carbon Monoxide for Managers
• CDL: 01. Basics
• CDL: 02. Basic Vehicle Control
• CDL: 03. Transporting Cargo Safety
• CDL: 04. Transporting Hazardous Materials
• CDL: 05. Hazardous Driving Conditions
• CDL: 06. Accident and Fire Procedures
• CDL: 07. Vehicle Inspections
• Cell Phones in the Workplace: A dangerous Distraction
• Cell Phones in the Workplace: A Dangerous Distraction (Spanish)
• Chemical Hazard Communication
• Cold Stress
• Combustible and Flammable Liquids
• Compressed Gas Cylinders
• Confined Space Entry
• Confined Spaces
• Confined Spaces: Personnel and Permits
• Confined Spaces: Professional Protective Equipment
• Crane Safety
• Crane Safety (Spanish)
• Crane Safety in Construction Environments
• Creating Safety in Welding Operations
• Creating Safety in Welding Operations, (Spanish)
• Crystalline Silica
• CSA Training for Employees
• CSA Training for Managers
• Dealing With Hazardous Spills
• Dealing With Hazardous Spills (Spanish)
• Defensive Driving
• Developing an Effective Safety Culture
• Distracted Driving
• Distracted Driving (Spanish)
• DOT HAZMAT: General Awareness (Spanish)
• DOT HAZMAT: Security Awareness (Spanish)
• DOT HAZMAT: In Depth Security Training (Spanish)
• DOT HAZMAT: Safety Training (Spanish)
• DOT: Classification
• DOT: Hazardous Materials Transportation
• DOT: Loading and Unloading
• DOT: Marking, Labeling and Placarding
• DOT: Packaging
• DOT: Shipping Papers
• Electrical Safety Awareness
• Electrical Safety for Everyone
• Electrical Safety for Everyone (Spanish)

Topics are continually added and updated. For your current local schedule visit us at pryor.com and enter your zip code. For your continuing education requirements, most of our courses offer CEUs. Additionally, many courses are pre-approved for CPE, HRCI, PDC and PDU credits.
- Electrical Safety for Qualified Workers
- Electrical Safety for Qualified Workers (Spanish)
- Electrical Safety in the Laboratory
- Electrical Safety in Construction
- Electrical Safety in Construction Environments Part I... Types of Hazards and How You Can Protect Yourself
- Electrical Safety in Construction Environments Part II... Employer Requirements
- Emergency Preparedness & Response
- Emergency Preparedness & Response (Spanish)
- Environmental Management Systems
- Ergonomics: A Training Guide for Healthcare Professionals
- Ergonomics for Manufacturing
- Exposure Monitoring and Medical Surveillance (HAZWOPER)
- Fall Factors: Understanding & Preventing Slips, Trips & Falls
- Fall Factors: Understanding & Preventing Slips, Trips & Falls (Spanish)
- Fall Protection
- Fall Protection in Construction Environments
- Fall Protection in Construction Environments Part I... Types of Hazards and How You Can Protect Yourself
- Fall Protection in Construction Environments Part II... Employer Requirements
- Fall Prevention in the Office
- Fall Prevention in the Office (Spanish)
- Fall Protection for Industrial Workers
- Fall Protection for Industrial Workers (Spanish)
- Fall Protection for Office Workers
- Fall Protection for Office Workers (Spanish)
- First Aid - Bites, Cuts, and Scrapes
- First Aid - Bites, Cuts, and Scrapes (Spanish)
- First Aid - Burns
- First Aid - Choking
- First Aid - Introduction
- Flammable and Combustible Liquids for Managers
- Flammable and Explosive Liquids for Managers
- Forklift Safety Lessons for the Safe Operator
- Forklift Safety Lessons for the Safe Operator (Spanish)
- Forklift Safety Lessons for the Safe Pedestrian
- Forklift Safety Lessons for the Safe Pedestrian (Spanish)
- Fuel Savings: ej4 Driving School
- Fuel Savings: Idle Time
- Fuel Savings: Oil, Tune and Tires
- Fuel Savings: Order Accuracy
- Fuel Savings: Power Curve
- Fuel Savings: Take Home Vehicles
- GHS Labeling in Construction Environments
- GHS Safety Data Sheets in Construction Environments
- GHS Safety Data Sheets in the Laboratory
- Good Housekeeping: Everyone's Responsibility
- Good Housekeeping: Everyone’s Responsibility (Spanish)
- Handling Compressed Gas Cylinders in the Laboratory
- Handling Compressed Gas in Construction Environments
- Hazard Communication in Construction Environments
- Hazard Communication in Healthcare Facilities
- Hazardous Chemicals in Labs
- Hazardous Energy Control
- Hazardous Waste Management
- HazCom & the Global Harmonizing System
- HazCom & the Global Harmonizing System (Spanish)
- HazCom: What's New with OSHA?
- Hearing Conservation
- Hearing Conservation & You
- Hearing Conservation & You (Spanish)
- Heat Stress
- How to Lower Your Energy Bills: Creating a Comprehensive Energy Savings Plan
- How to Lower Your Energy Bills: Doing Your Part at Work
- How to Lower Your Energy Bills: Saving Fuel Costs
- Hydrogen Sulfide Employee Training
-氢硫化物员工培训
- Hydrogen Sulfide Employee Training (Spanish)
- I Chose to Look the Other Way: Three Stories of Workplace Safety
- I Chose to Look the Other Way: Three Stories of Workplace Safety (Spanish)
- Indoor Air Quality: Carbon Dioxide
- Indoor Air Quality: Carbon Monoxide
- Introduction to Accident Investigation
- Introduction to GHS for Construction Workers
- Introduction to Laser Safety
- Job Safety Analysis, Safety Awareness & You
- Job Safety Analysis, Safety Awareness & You (Spanish)
- Laboratory Ergonomics
- Laboratory Hoods
- Laboratory Safety
- Ladder Safety
- Lessons Learned From Hand Injuries [Non-Graphic]
- Lessons Learned From Hand Injuries (Non-Graphic) (Spanish)
- Lockout Tagout: Energy Control Programs Details, Questions, & Expectations
- Lockout Tagout: Introduction
- Lockout Tagout: Training
- Machine Guard
- Machine Guard Safety for Managers
- Machine Guarding & Operator Safety
- Machine Guarding & Operator Safety (Spanish)
- Making Safety Work: Overview of Workplace Safety & Responsibilities
- Making Safety Work: Overview of Workplace Safety & Responsibilities (Spanish)
- Managing Workplace Safety and Health
- Medical OSHA Compliance
- Medical Surveillance Programs (HAZWOPER)
- More High-Impact Lockout/Tagout
- More High-Impact Lockout/Tagout (Spanish)
- Move It Safely: Avoiding Injury While Moving Materials
- Orientation to Laboratory Safety
- OSHA and Workplace Safety for HR Professionals
- OSHA Compliance and Management Handbook
- OSHA Compliance Update: MSDS to SDS
- OSHA Formaldehyde Standard
- OSHA in the Real World
- OSHA Record-Keeping Compliance
- OSHA Toolbox: HazCom – Labeling Protocol
- OSHA Toolbox: HazCom – Safety Data Sheet
- OSHA Toolbox: HazCom – What You Need to Know
- OSHA Toolbox: What Matters Regarding Bloodborne Pathogens
- Personal Protective Equipment
- Personal Protective Equipment: Eye & Face Protection
- Personal Protective Equipment: Foot Protection
- Personal Protective Equipment: Hand & Arm Protection
- Personal Protective Equipment: Heat Protection
- Planning for Laboratory Emergencies
- Powered Industrial Truck Safety
- PPE: Your Last Layer of Protection
- PPE: Your Last Layer of Protection (Spanish)
- Preventing Contamination in the Laboratory
- Preventing Fires in Hot Work Operations
- Preventing Fires in Hot Work Operations (Spanish)
- Preventing Hearing Loss
- Preventing Slips & Falls
- Principle to Practice with David Lynn, CSP
- Principle to Practice with David Lynn, CSP (Spanish)
- Propane Gas
- Propane Gas Safety for Managers
- Proper Use of a Fire Extinguisher
- Protecting Our Sight
- Protecting Our Sight (Spanish)
- Radiation Safety
- Radiosotope Safety
- Respiratory Protection
- Rigging Safety in Construction Environments
- Safe Forklift Operation
- Safe Handling of Laboratory Glassware
- Safe Use & Operation of Industrial Cranes
- Safe Use & Operation of Industrial Cranes (Spanish)
- Safety Bob's Comprehensive Construction Safety Orientation
- Safety Bob's Comprehensive Construction Safety Orientation - (Spanish)
- Safety Decision-Making: Overcoming Natural Human Behavior
- Safety Decision-Making: Overcoming Human Nature (Spanish)
- Safety First: Fire Extinguisher Use
- Safety Management
- Safety Showers and Eye Washes in the Laboratory
- Safety Toolbox: Driving Defensively
- Safety Toolbox: Driving in Poor Conditions
- Safety Toolbox: Fall Protection
- Safety Toolbox: Prevent Slips, Trips, and Falls
- Safety Toolbox: Protect Your Back
- Safety Toolbox: The Safe Use of Aerial Lifts
- Safety Toolbox: The Safe Use of Ladders
- Safety Toolbox: Using Lockout Tagout
- Safety Toolbox: What You Need to Know About Emergency Exits
- Severe Weather Alert: Are You Prepared? (Spanish)
- Severe Weather Alert: Emergency Preparedness and Response
- Slip, Trip and Fall Prevention
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ONLINE COURSES

• In the Hallways
• Introduction to Emotional Intelligence
• Know Your Numbers: Blood Pressure
• Know Your Numbers: Body Mass Index
• Know Your Numbers: Cholesterol
• Know Your Numbers: Glucose
• Leadership and Stress
• Let's Work It Out
• Linking Ethics to Stress and Emotions
• Living Large on Less
• Making Command Decisions Work for You
• Making Consensus Decisions Work for You
• Making Consultative Decisions Work for You
• Making Delegated Decisions Work for You
• Making Learning Stick
• Manager's Toolbox: Building an Engaged Organization (French)
• Manager's Toolbox: Building an Engaged Organization (French-Canadian)
• Manager's Toolbox: Building an Engaged Organization (Spanish)
• Managing Information Overload
• Managing Others' Impression of You
• Managing Stress
• Managing Your Waste
• Mastering Your Android Phone
• Mastering Your iPhone
• Memory Challenge: Mnemonics
• MLA (8th Ed.) Research Paper Basics
• Money Secrets of the Rich
• Overcoming Test Anxiety
• Participating in a High Performance Team
• Personal Brands
• Powered Industrial Trucks and Power Pallet Trucks
• Preparing for College
• Preparing for My Appraisal
• Problem Solving: Define the Problem
• Problem Solving: Determine the Root Cause
• Problem Solving: Evaluate and Select Solutions
• Problem Solving: Generate Solutions
• Problem Solving: Implement Solutions
• Problem Solving: Introduction to Problem Solving
• Problem Solving: Monitor the Resolution
• Putting it all Together
• Ready for Retirement
• Recognize Eye Strain
• Recognize Eye Strain (French)
• Recognize Eye Strain (French-Canadian)
• Recognize Eye Strain (Spanish)
• Recycling in the Workplace
• Reduce Eye Strain
• Reduce Eye Strain (French)
• Reduce Eye Strain (French-Canadian)
• Reduce Eye Strain (Spanish)
• Reducing Stress Through Time Management
• Reducing Stress: Meditation and Visualization
• Reducing Stress: Techniques to Relax
• Representing Your Brand
• Respect - How to Be Liked
• Respect - How to Be Respected
• Respect - Working with Dislike
• Rethinking Brainstorming
• Safe Money Millionaire
• Selfies Gone Wrong
• Setting Sound Goals
• Setting Your Development Goals
• Six-Step Process to Problem Solving
• Smile!
• Social Awareness Tools
• Strengths Finder 2.0
• Stress at Work
• Stress Management - Avoidable Stress
• Stress Management - Handling Stress
• Stress Management - Managing Stress
• Stress Management - Unavoidable Stress
• Stress Management - Understanding Stress
• Stress Management for Women
• Stress Management: Stress Awareness Comes First
• Stress Management: Taking Care of Yourself
• Stretching in the Workplace
• Studying in Groups
• Supercompetent
• Take Charge of Your Talent
• The Better Money Method
• The Empress Has No Clothes
• The Money Flow
• The Psychology of Decision-Making
• The ROI of Green
• The Science of Sleep: How Much Sleep Do You Need
• The Science of Sleep: Sleep Hygiene
• The Science of Sleep: Sleeping for Shift Work
• The Science of Sleep: The Science of Sleep
• Think Big, Live Large
• Understanding & Controlling Ergonomic Risk Factors
• Understanding & Controlling Ergonomic Risk Factors (Spanish)
• Understanding Decision Making
• Understanding Emotion in the Workplace
• Understanding Ergonomic Design
• Understanding Hazardous Waste
• Understanding Headaches: Surprising Headache Triggers
• Understanding Headaches: Understanding Headaches
• Understanding Stress
• Understanding Stress at Work
• Unknown Knowns: Getting Started
• Unknown Knowns: Leading Knowledge Transfer
• Unknown Knowns: The Knowledge Transfer Process
• Unknown Knowns: Understanding Better Practices
• Using DISC to Raise Your Emotional-IQ
• Vocabulary Retention Tips and Tricks
• Water Conservation
• What can be done about job stress?
• What is Stress?
• What Stresses Employees at Work?
• When to Study
• Where to Study
• Work Hacks: 5 Hacks for Workplace Sanity
• Work Hacks: 5 Hacks to a Clean and Comfortable Space
• Work Hacks: 6 Hacks to Controlling Your Inbox
• Work Hacks: 7 Hacks for Office Productivity
• Work Hacks: 7 Hacks to Maintain Work/Home Balance
• Work Hacks: Go Green
• Working in Adversarial Relationships
• Working Well with Everyone: Diversity = Greatness
• Working Well with Everyone: The Power of Inclusion
• Workplace Life Jacket: 7 Tips to Improve Your Work-Life Balance
• Workplace Life Jacket: 7 Tips to Improve Your Work-Life Balance (French)
• Workplace Life Jacket: 7 Tips to Improve Your Work-Life Balance (French-Canadian)
• Workplace Life Jacket: 7 Tips to Improve Your Work-Life Balance (Spanish)
• Workplace Life Jacket: 8 Tips to Control Your Email
• Workplace Life Jacket: 8 Tips to Control Your Email (French)
• Workplace Life Jacket: 8 Tips to Control Your Email (French-Canadian)
• Workplace Life Jacket: 8 Tips to Control Your Email (Spanish)
• Workplace Life Jacket: Tips for an Organized Workspace
• Workplace Life Jacket: Tips for an Organized Workspace (French)
• Workplace Life Jacket: Tips for an Organized Workspace (French-Canadian)
• Workplace Life Jacket: Tips for an Organized Workspace (Spanish)
• Workplace Life Jacket: Tips to Increase Productivity
• Workplace Life Jacket: Tips to Increase Productivity (French)
• Workplace Life Jacket: Tips to Increase Productivity (French-Canadian)
• Workplace Life Jacket: Tips to Increase Productivity (Spanish)
• Workplace Life Jacket: Tips to Remain Sane
• Workplace Life Jacket: Tips to Remain Sane (French)
• Workplace Life Jacket: Tips to Remain Sane (Spanish)
• Workplace Life Jacket: Tips to Remain Sane (French-Canadian)
• Workplace Life Jacket: Tips for an Organized Workspace
• Workplace Life Jacket: Tips to Remain Sane (Spanish)
• Workplace Life Jacket: Tips to Remain Sane (French)
• Workplace Life Jacket: Tips to Remain Sane (Spanish)
• Workplace Stress
• Workplace Stress (Spanish)
• You Are What You Eat: Brain Food
• You Are What You Eat: Meal Planning
• You Are What You Eat: Reading Food Labels
• You Are What You Eat: You Are What You Eat
• Your Body is Talking: What is it Saying?
• Zip! Tips

PROJECT MANAGEMENT

• 10 Steps to Successful Project Management
• Agile Certified Practitioner (ACP) Exam Prep: Chapter 01 - The Process
• Agile Certified Practitioner (ACP) Exam Prep: Chapter 02 - The Exam
• Agile Certified Practitioner (ACP) Exam Prep: Chapter 03 - Agile Principles & Mindset Part 01

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ONLINE COURSES

- Agile Certified Practitioner (ACP) Exam Prep: Chapter 03 - Agile Principles & Mindset Part 02
- Agile Certified Practitioner (ACP) Exam Prep: Chapter 04 - Value Driven Delivery
- Agile Certified Practitioner (ACP) Exam Prep: Chapter 05 - Stakeholder Engagement
- Agile Certified Practitioner (ACP) Exam Prep: Chapter 06 - Boosting Team Performance
- Agile Certified Practitioner (ACP) Exam Prep: Chapter 07 - Adaptive Planning
- Agile Certified Practitioner (ACP) Exam Prep: Chapter 08 - Problem Detection & Resolution
- Agile Certified Practitioner (ACP) Exam Prep: Chapter 09 - Continuous Improvement
- Agile Certified Practitioner (ACP) Exam Prep: Final Exam
- Agile Project Management
- Business Intelligence: Best Practices for Successful Project Management
- Certified Associate in Project Management (CAPM) 5th Edition
- Characteristics of Projects
- Conducting a Post-Project Evaluation
- Controlling Change
- Creating Project Schedules: Building a Gantt Chart
- Creating Project Schedules: Determine Task Sequence
- Creating Project Schedules: Estimating Task Length
- Creating Project Schedules: Identify Tasks: Create a Work Breakdown Structure
- Creating Project Schedules: Introduction to Project Scheduling
- Creating Project Schedules: Project Scheduling Software
- Creating Project Schedules: Project Scheduling Toolbox
- Executive Strategy & Management: Section 1 - The Basics of Project Management
- Executive Strategy & Management: Section 2 - The Keys to Success
- Executive Strategy & Management: Section 3 - Strategy Basics
- Fundamentals of Project Management
- Improve Your Project Management
- Introduction to Project Management: Final Exam
- Introduction to Project Management: Section 1 - Introduction & Overview
- Introduction to Project Management: Section 2 - Teams & Leadership
- Introduction to Project Management: Section 3 - Project Communication
- Introduction to Project Management: Section 4 - Stakeholder Management
- Introduction to Project Management: Section 5 - The Basics of Project Management
- Introduction to Project Management: Section 6 - Scope and Requirements
- Introduction to Project Management: Section 7 - Developmental Methodologies
- Introduction to Project Management: Section 8 - Effective Budgets and Schedules
- Introduction to Project Management: Section 9 - Project Performance
- Introduction to Project Management: Section 10 - Change Management
- Managing Project Constraints
- Managing Project Teams: Lesson 01 - Knowing Your Team
- Managing Project Teams: Lesson 02 - Managing Your Team
- Money for the Cause
- PMP Exam Prep: Chapter 01 - Application and the PMP Exam
- PMP Exam Prep: Chapter 02 - Types of Exam Questions
- PMP Exam Prep: Chapter 03 - The Basics of Project Management - Part 01
- PMP Exam Prep: Chapter 03 - The Basics of Project Management - Part 02
- PMP Exam Prep: Chapter 04 - Project Integration Management
- PMP Exam Prep: Chapter 05 - Project Scope Management
- PMP Exam Prep: Chapter 06 - Project Schedule Management
- PMP Exam Prep: Chapter 07 - Project Cost Management
- PMP Exam Prep: Chapter 08 - Project Quality Management
- PMP Exam Prep: Chapter 09 - Project Resource Management
- PMP Exam Prep: Chapter 10 - Project Communications Management
- PMP Exam Prep: Chapter 11 - Project Risk Management
- PMP Exam Prep: Chapter 12 - Project Procurement Management
- PMP Exam Prep: Chapter 13 - Project Stakeholder Management
- PMP Exam Prep: Chapter 14 - Professional Responsibility
- PMP Exam Prep: Final Exam
- PMP® Certification: Project Management Basics
- Pragmatic Project Management
- Prioritizing Project Work
- Project Definition Questions - Quick Reference
- Project Evaluation Questions - Quick Reference
- Project Management
- Project Management Essentials
- Project Management for Small Business
- Project Management for Small Projects
- Project Management Fundamentals
- Project Management Introduction
- Project Management Pre-Work: Introduction to Project Pre-Work (Part 1 of 18)
- Project Management Pre-Work: Identifying Project Parameters (Part 2 of 18)
- Project Management Pre-Work: Defining Project Problems or Opportunities (Part 3 of 18)
- Project Management Pre-Work: Determining Project Requirements (Part 4 of 18)
- Project Management Pre-Work: Listing and Organizing Needs and Wants (Part 5 of 18)
- Project Management Pre-Work: Validating Project Assumptions (Part 6 of 18)
- Project Management Pre-Work: Developing a Project Goal Statement (Part 7 of 18)
- Project Management Pre-Work: Determining the Best Project Plan (Part 8 of 18)
- Project Management Pre-Work: Understanding Project Risks (Part 9 of 18)
- Project Management Pre-Work: Quantifying Project Risks (Part 10 of 18)
- Project Management Pre-Work: Creating Strong Project Proposals (Part 11 of 18)
- Project Management Pre-Work: Identifying Key Project Personnel (Part 12 of 18)
- Project Management Pre-Work: Securing Commitment in Projects (Part 13 of 18)
- Project Management Pre-Work: Project Authority Planning (Part 14 of 18)
- Project Management Skills for Non Project Managers: Lesson 1 - Planning the Project
- Project Management Skills for Non Project Managers: Lesson 2 - Implementing the Project Plan
- Project Management, Planning, and Control
- Project Management: Advanced, 2nd Edition
- Project Management: Basic, 2nd Edition
- Project Management: Intermediate, 2nd Edition
- Project Problem Solving
- Project Ranking Method
- Project Teams
- Quality Management: Chapter 1 - Concept of Quality
- Quality Management: Chapter 2 - Customer Input to Quality
- Quality Management: Chapter 3 - Plan Quality
- Quality Management: Chapter 4 - Quality Control
- Quality Management: Chapter 5 - Six Sigma
- Quality Management: Final Exam
- Risk Management Professional Exam Prep: Chapter 01 - Quick PM Review & the RMP Credential
- Risk Management Professional Exam Prep: Chapter 02 - Introduction to Project Risk
- Risk Management Professional Exam Prep: Chapter 03 - Risk Management Planning
- Risk Management Professional Exam Prep: Chapter 04 - Stakeholder Management & Communication
- Risk Management Professional Exam Prep: Chapter 05 - Risk Identification
- Risk Management Professional Exam Prep: Chapter 06 - Quantitative Risk Analysis
- Risk Management Professional Exam Prep: Chapter 07 - Qualitative Risk Analysis

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ONLINE COURSES

- Risk Management Professional Exam Prep: Chapter 08 - Risk Response Planning
- Risk Management Professional Exam Prep: Chapter 09 - Learning to Control Risks
- Schedule and Cost Control: Section 01 - Quick PM Review
- Schedule and Cost Control: Section 02 - Time Management
- Schedule and Cost Control: Section 03 - Critical Path Method
- Schedule and Cost Control: Section 04 - Basic Cost Management
- Schedule and Cost Control: Section 05 - Introduction to Earned Value
- Schedule and Cost Control: Section 06 - Critical Chain Management
- Schedule and Cost Control: Section 07 - Other Cost Calculations
- Scope and Requirements: Section 01 - Effective Listening Skills for Requirements Definition
- Scope and Requirements: Section 02 - Stakeholders
- Scope and Requirements: Section 03 - Scope Definition
- Scope and Requirements: Section 04 - Creating Effective Work Breakdown Structures
- Scope and Requirements: Section 05 - Requirements Basics
- Scope and Requirements: Section 06 - Use Cases
- Scope and Requirements: Section 07 - Development Methodologies
- Scope and Requirements: Section 08 - Testable Requirements
- Scope and Requirements: Section 09 - The Software Requirements Specification (SRS)
- Scope and Requirements: Section 10 - Business Domain Modeling
- Scope and Requirements: Section 11 - Other Advanced Tools
- Scope and Requirements: Section 12 - Final Exam
- Stakeholder Analysis Alternatives
- Stocking Your Project Management Toolkit
- Strategic Planning Skills: Lesson 01 - Preparing for the Strategic Planning Process
- Strategic Planning Skills: Lesson 02 - Initiating the Strategic Planning Process
- Strategic Planning Skills: Lesson 03 - Developing the Strategic Plan
- Strategic Planning Skills: Lesson 04 - Executing the Plan
- Stress-Free Event Planning
- Successful Project Management in a Week
- Taking Control of Projects and Priorities
- The 77 Deadly Sins of Project Management
- The AIMA Handbook of Project Management
- The Five Processes of Project Management
- The Principles of Project Management
- The Project Management Life Cycle Model
- The Stakeholder Analysis Matrix
- Thinking on Purpose for Project Managers
- Types of Project Stakeholders
- History Means Business Meet Fred Pryor

SALES

- Pryor + Tutorial for Users and Admins, Online and Live Account
- Account Management: Managing Accounts Versus Selling to Customers (Part 1 of 6)
- Account Management: Account Relationship Levels (Part 2 of 6)
- Account Management: Using Psychographics to Gauge Product Relationship Levels (Part 3 of 6)
- Account Management: The Marketing-Sales Disconnect (Part 4 of 6)
- Account Management: Creating Insight-Based Account Relationships (Part 5 of 6)
- Account Management: Providing a Total Account Solution (Part 6 of 6)
- Addressing Objections in Sales
- Avoid the Top Mistakes Sales Reps Make
- Building GREAT Sales Relationships
- Characteristics of the Sale: Analytics and Metrics
- Characteristics of the Sale: Introduction to the Sales Cycle LINE
- Characteristics of the Sale: Key Account Selling Overview
- Characteristics of the Sale: Product Knowledge
- Characteristics of the Sale: Sales Cycle LINE A
- Characteristics of the Sale: Sales Cycle LINE B
- Choosing an Effective Closing Method
- Claiming vs. Creating Value in Negotiation
- Closing the Sale
- Conquering Sales Objections
- Creating Effective Sales Proposals
- Cross Selling
- Dealing with Difficult Situations
- Defining the Wants and Needs of Customers
- Developing Your Territory: Building the Sales Plan
- Developing Your Territory: Summarizing the Business Situation
- DISC: Selling D
- DISC: Selling I
- DISC: Selling S
- DISC: Selling C
- Effective Selling in Any Situation
- Emotional Intelligence for Sales Success
- Establishing Trust with Customers
- Finding Good Prospects
- Following up on Your Sale
- Follow-Up After the Sale
- Get Clients Now!
- Getting Past the Gatekeeper
- Handling Tough Customers
- How to Develop Your Sales Plan
- How to Leave Phone Voicemail that Get Returned
- Lead Development: Elevator Speech Value Proposition
- Lead Development: The Marketing Link
- Leading the Sales Force
- Managing an Enterprise Account: Finding Unmet Needs
- Managing an Enterprise Account: Five Minute Debrief
- Managing an Enterprise Account: Handling Objections
- Managing an Enterprise Account: Introduction
- Managing an Enterprise Account: Lifetime Customer Value
- Managing an Enterprise Account: No Push Selling
- Managing an Enterprise Account: Selling Benefits
- Managing an Enterprise Account: Value Added Selling
- Managing an Enterprise Account: No Push Close
- Managing Your Sales Prospects
- Modern Phone Sales Techniques
- Motivate Your Sales Team
- Negotiating a Job Offer
- Negotiating for Success
- Negotiating: 01. Introduction to Negotiating
- Negotiating: 02. Framing
- Negotiating: 03. Styles
- Negotiating: 04. Identifying Leverage
- Negotiating: 05. Analyzing Upcoming Negotiations
- Negotiating: 06. Planning for Negotiations
- Negotiating: 07. The Negotiation Process
- Negotiating: 08. Reaching Agreement
- Negotiating: 09. Evaluating Your Performance
- Negotiating: 10. DISC Styles
- Negotiating: 11. Dealing with Strategies
- Negotiations: Solving the Tough Problems
- No, But, If
- Objection Series: Doubt
- Objection Series: Indifference
- Objection Series: Misunderstanding
- Objection Series: True Negative
- Preparing for Your Sales Pre-approach
- Presentation Skills: Closing
- ProActive Sales Management
- Prospecting by Phone: 7 Guidelines for Cold Call Management
- Prospecting by Phone: Avoiding Common Mistakes
- Prospecting by Phone: Cold Call Guidelines
- Prospecting by Phone: Does Cold Calling Work?
- Prospecting by Phone: Great Incoming Greetings
- Prospecting by Phone: Standing Out from the Crowd
- Prospecting by Phone: The 4-Minute Call
- Prospecting by Phone: The Great Voice Message, Part 1
- Prospecting by Phone: The Great Voice Message, Part 2
- Quicksell
- Researching Prospects & Industry Online
- Riding Along with Sales Reps
- Running a Sales Meeting
- Sales and Ethics: Connecting Your Values to Your Career
- Sales and Ethics: Making Ethical Decisions
- Sales and Ethics: Managing Conflicts of Interest
- Sales Communications: Internal Sales Communication
- Sales Communications: Writing Sales Proposals
- Sales Force Design for Strategic Advantage

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• Sales Forecasting Management
• Sales Strategies for Handling Objections
• Sales: Attitude is Everything
• Sales: Attitude is Everything (French)
• Sales: Attitude is Everything (French-Canadian)
• Sales: Attitude is Everything (Spanish)
• Sales: Boost Your Selling Power
• Sales: Boost Your Selling Power (French)
• Sales: Boost Your Selling Power (French-Canadian)
• Sales: Boost Your Selling Power (Spanish)
• Sales: Create Sales Proposals
• Sales: Create Sales Proposals (French)
• Sales: Create Sales Proposals (French-Canadian)
• Sales: Create Sales Proposals (Spanish)
• Sales: Overcoming Objections
• Sales: Overcoming Objections (French)
• Sales: Overcoming Objections (French-Canadian)
• Sales: Overcoming Objections (Spanish)
• Sales: Qualifying Prospects
• Sales: Qualifying Prospects (French)
• Sales: Qualifying Prospects (French-Canadian)
• Sales: Qualifying Prospects (Spanish)
• Sales: Set Goals and Manage Time
• Sales: Set Goals and Manage Time (French)
• Sales: Set Goals and Manage Time (French-Canadian)
• Sales: Set Goals and Manage Time (Spanish)
• Sales: Tips for Successful Sales
• Sales: Tips for Successful Sales (French)
• Sales: Tips for Successful Sales (French-Canadian)
• Sales: Tips for Successful Sales (Spanish)
• Sell for Success! What You Need to Know About Selling
• Sell Without Selling
• Selling at a Distance: Gathering Prospect Information
• Selling at a Distance: Phone Selling
• Selling at a Distance: The Virtual Presentation
• Selling New Products
• Selling To Different Customer Roles
• Selling Value Over Price
• Setting and Managing Your Sales Goals
• Speaking Customer
• Strategic for Your Sales Presentation
• Successful Selling in Today’s Economy
• Taking Effective Call Notes
• Territory Administration: Personal Management Tracking
• Territory Administration: Record Keeping
• Territory Administration: Using CRM Effectively
• Territory Administration: Using Portable Media
• Territory Development Introduction: Exceptional Service
• Territory Development Introduction: How Customers Want to Be Sold to
• Territory Development Introduction: The New Sales Skills
• Territory Development Introduction: The Realities of Selling in the 21st Century
• Territory Development Introduction: The Sales Funnel
• Territory Management: Analyzing Territory
• Territory Management: Decision Makers vs. Influencers
• Territory Management: Managing a New Territory
• Territory Management: Managing Your Sales Pipeline
• Territory Management: Prioritizing Your Territory
• The Accidental Salesperson
• The Distance Sales Cycle
• The New Rules of Lead Generation
• The Qualifying Process
• The Qualifying Process: Advanced Questioning Techniques
• The Sales Process: DISC
• The Sales Process: No Fuss Closing
• The Sales Process: Overcoming Objections
• The Sales Process: Uncovering Needs
• Turning Features into Benefits
• Understanding Techniques for a Sales Approach
• Understanding the B2B Buying Process
• Upsell With Confidence
• Using Adaptive Selling to Make the Sale
• When to Shut Up
• Working with Psychological Biases in Negotiation
• Writing Effective Sales e-Mails

**TIME MANAGEMENT**

- 8-Week Get Organized Diet - Quick Reference
- Common Time Management Problems: 01. Procrastination
- Common Time Management Problems: 02. Precrastination
- Control Your Work Day: 9 Good Time Management Tips
- Cooperative Time Management
- Creating a Work Plan
- Creating Extra Time
- Effective Time Management: 01. How to Manage Your Time
- Effective Time Management: 02. How to Time Block
- Effective Time Management: 03. How To Use the Pomodoro Technique
- Effective Time Management: 04. How to Create a Bullet Journal
- Effective vs. Efficient
- Experiencing An Ideal Day
- Handling Interruptions
- How to Avoid Self-Inflicted Delay
- How to Communicate with Time in Mind
- How to Manage Your Time Effectively
- How to Manage Your Time Effectively (French)
- How to Manage Your Time Effectively (French-Canadian)
- How to Manage Your Time Effectively (Spanish)
- It’s About Time
- It’s About Time (Spanish)
- Manage Your Time By Organizing Paperwork
- Managing the Time of Your Life Part I
- Managing the Time of Your Life Part II
- Managing Your Time
- March of Time in the Global Village
- Meeting Deadlines and Avoiding Procrastination
- Planning Your Week
- Prioritize Your Tasks
- Save Time and Save Stress
- Setting and Managing Priorities: Strategic Priorities and the Baldrige Framework (Part 1 of 6)
- Setting and Managing Priorities: Identifying Organizational Priorities (Part 2 of 6)
- Setting and Managing Priorities: Identifying Personal Priorities (Part 3 of 6)
- Setting and Managing Priorities: Ranking Your Priorities (Part 4 of 6)
- Setting and Managing Priorities: Planning Your Priorities (Part 5 of 6)
- Setting and Managing Priorities: Priority Management Toolkit (Part 6 of 6)
- Starving Out the Interrupting Time Gobblers
- Stop Procrastinating
- Survey Says: Top Time-Wasters at Work
- Tackle These 10 Time Wasters Worksheet
- The Daily To-Do List: Your Basic Tool
- The Secrets of Successful Time Management
- The Time of Your Life
- The Time of Your Life (French)
- The Time of Your Life (French-Canadian)
- The Time of Your Life (Spanish)
- Time Management and Preventing Procrastination
- Time Management for Managers
- Time Management: Clear Mental Clutter
- Time Management: Make Meetings Work
- Time Management: Prioritize Your Work
- Time Management: Time Manage Projects
- Time Tracking Log Worksheet
- To-Do List Tool: Paired Comparison
- To-Do List Tool: Rocks, Pebbles, and Sand
- Using Your Prime Energy Time for Priority Tasks
- Work Life Balance Tool
- Working More Efficiently

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ADMINISTRATIVE ASSISTANT & FRONT DESK
- 50 Training Activities for Administrative, Secretarial, and Support Staff
- Assertiveness Skills for the Receptionist
- Effective Telephone Communication Skills
- Managing the Front Desk
- Professional Telephone Skills
- Safety and Security Begins at the Front Desk

BUSINESS WRITING & GRAMMAR
- Bad Email Habits: What Message Are You Sending?
- Business Writing and Editing for Professionals
- Effective and Appropriate Email Use
- Write Effective and Appropriate Emails

COMPUTER SOFTWARE
- 60 Minutes of Adobe Acrobat® Secrets
- 60 Minutes of Microsoft Access® Secrets
- 60 Minutes of Microsoft Excel® Secrets 2013
- 60 Minutes of Microsoft Outlook® Secrets
- 60 Minutes of Microsoft PowerPoint® Secrets
- Adjust Row Height and Column Width in Microsoft Excel 2013
- Advanced Tips and Techniques for Microsoft Word Users
- Customize Your Environment in Microsoft Excel 2013
- Microsoft Access® 2010 Intro Training
- Microsoft Access® 2013 Basic
- Microsoft Excel® 2010 Intro Training
- Microsoft Excel® 2010 Working with PivotTables
- Microsoft Excel® 2013 Basic
- Microsoft Excel® 2013 Intermediate
- Microsoft Excel® 2013 Shortcuts, Tips, and Tricks
- Microsoft Excel® Charts and Graphs Made Easy
- Microsoft Excel® Formulas Made Easy
- Microsoft Excel® Macros for Finance Professionals
- Microsoft Outlook® 2013
- Microsoft Outlook® 2013 Reading and Writing Email
- Microsoft PowerPoint® 2010 Getting Started With Microsoft PowerPoint®
- Microsoft Project Tips and Tricks

CUSTOMER SERVICE
- 1 to 1: Customer Service Success
- A Customer Complains: Now What?
- Creating Great Customer Conversations
- Customer Service Basics
- Effective Techniques for Dealing with Difficult Customers
- How to Resolve Customer Complaints on the Spot
- Quality Customer Service: Four Basic Elements
- Quality Customer Service: Phone Calls
- Turning Around an Angry Customer
- What NOT To Say to Your Customers

FINANCE & ACCOUNTING
- 365 Ways to Live Cheap
- Bookkeeping Basics
- Conducting Internal Payroll Audits in 2017 Part One: 4 Things the DOL Will Request During Your Audit
- Effective Inventory Management
- How to Read and Understand Financial Statements
- QuickBooks® 2012
- QuickBooks®: A 60 Minute Crash Course

HUMAN RESOURCES
- An Introduction to HIPAA
- Are You Really Listening?
- Conduct Effective Interviews and Hire the Right People
- Creating a Bully-Free Workplace: Employee Edition
- Dos & Don’ts of Records Retention and Destruction
- Eliminate the Confusion of FMLA
- HIPAA Privacy and Security Basics
- HIPAA: What Health and Human Services Requires
- How to Succeed as a One Person HR Department
- How to Write Comprehensive Policies and Procedures
- Legally Terminate Employees: 10 Critical Things You Must Know
- The Minimum Requirements for HIPAA Compliance
- Understanding Sexual Harassment

INDUSTRY SPECIFIC
- Basics of Accounting
- Before School Starts: Things To Do
- Dealing with Difficult Patients
- Government Project Management
- Handling Complaints in the Medical Profession
- HIPAA Privacy and Security Basics for Employees in the Healthcare Sector
- How to Reduce Missed Medical Appointments
- Introduction to Bookkeeping and Accounting
- Leadership in Government Agencies
- Moving to a Paperless Office
- Plain Language for Government

IT
- Effective Network Security
- Protecting Your PC

MANAGEMENT & LEADERSHIP
- Assertive Communication Skills for Managers
- Budget Management
- Coaching Skills: Beyond Basic Supervision
- Creative Ways to Reward and Motivate Employees
- Criticism & Discipline Skills for Managers and Supervisors
- Effective Delegation Skills
- How to Avoid the Most Common Mistakes New Managers Make
- How to Deal with Employee Complaints and Concerns
- How to Supervise Bad Attitudes & Negative Behaviors
- How to Understand and Administer a Budget
- Organizational Behavior
- The Secret to Employee Motivation
- Transitioning from Staff to Supervisor

MARKETING
- 49 Marketing Secrets (that Work) to Grow Sales
- Easy E-Newsletters
- Great Layout & Design: Tips, Tricks and the Latest Trends
- Social Networking: Facebook®

OSHA & WORKPLACE SAFETY
- A Manager’s Guide to Safety in the Workplace
- Bloodborne Pathogens
- Indoor Air Quality: Carbon Dioxide
- Managing Workplace Safety and Health
- Medical OSHA Compliance
- OSHA and Workplace Safety for HR Professionals
- OSHA Record-Keeping Compliance
- Safety First: Fire Extinguisher Use
- Slip, Trip and Fall Prevention

PERSONAL DEVELOPMENT
- Control the Chaos and Clear Out the Clutter
- Goal Setting in the Workplace
- Improve Your Memory, Improve Your Productivity
- Managing Information Overload
- Stress Management - Managing Stress

PROJECT MANAGEMENT
- 10 Steps to Successful Project Management
- Fundamentals of Project Management
- Improve Your Project Management
- PMP® Certification: Project Management Basics
- Project Management
- Project Management Essentials
- Project Management: Advanced, 2nd Edition
- Project Management: Basic, 2nd Edition
- Project Management: Intermediate, 2nd Edition
- Stress-Free Event Planning

SALES
- Building GREAT Sales Relationships
- Conquering Sales Objections
- Selling Value Over Price
- Upsell With Confidence

TIME MANAGEMENT
- How to Manage Your Time Effectively
- It’s About Time
- The Secrets of Successful Time Management

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