

# Keeping PaCE with Your Business



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(PaCE)

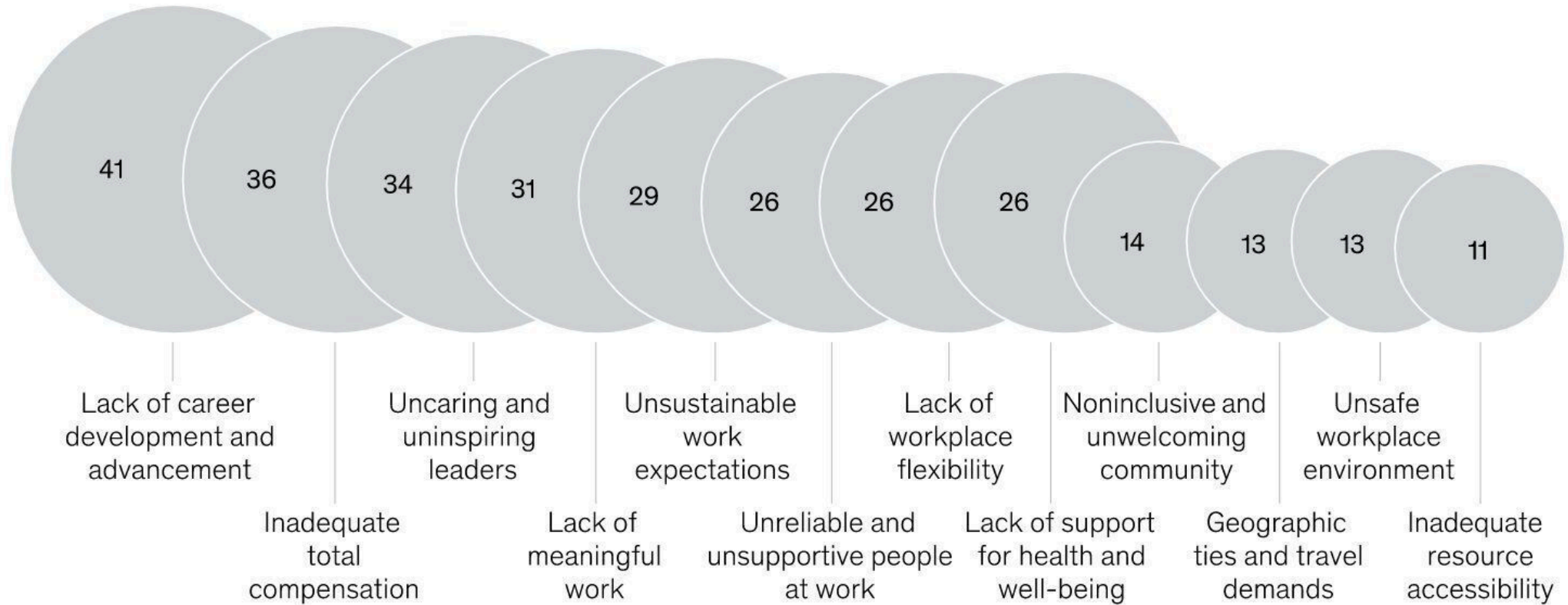




**What's Really Happening at Work?**

What's the number 1 reason  
people are considering leaving jobs?

## Top reasons for quitting previous job, Apr 2021–Apr 2022, %



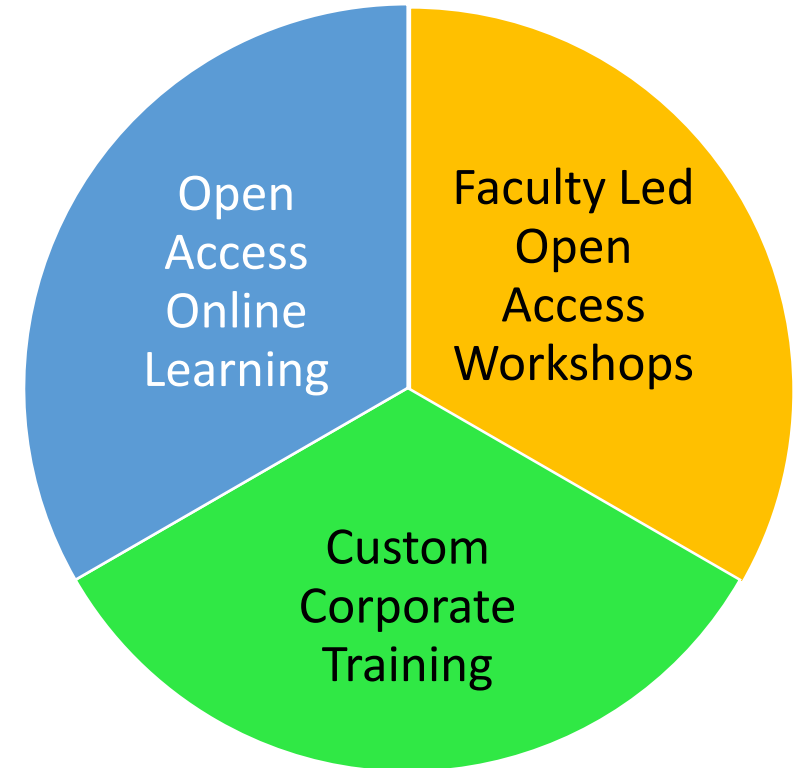
Source: Subset of respondents from McKinsey’s 2022 Great Attrition, Great Attraction 2.0 global survey (n = 13,382), including those currently employed and planning to leave (n = 4,939), those currently employed and planning to stay (n = 7,439), and those who quit their previous primary jobs between Apr 2021 and Apr 2022 (n = 1,154)

# The Stetson PaCE Solution

- We're selling **Learning NOT Education**
- Non-credit courses based on the needs of employers, the market and workers
- A variety of delivery methods to accommodate working adults
- Taught by a combination of faculty and industry professionals
- A combination of core curriculum, strategic workshops, and custom content

# The Business of PaCE

- Over 200 open access online courses
- A small selection of instructor-led courses.
- Custom training for businesses



# Over 200 Self Paced Open Access Online Courses

## **Communication**

- Certificate in Business Communications
- Personal Growth

## **Cybersecurity**

- Certificate in Cybersecurity
- Real-World Cloud Cybersecurity Scenarios
- Real-World Cybersecurity Scenarios
- Security Awareness Training

## **Emergency Management**

- Emergency Management - The AEM®/CEM® Prep Course

## **Leadership**

- Certificate in Leadership
- Leading and Managing Change

## **Six Sigma**

## **Management**

- Certificate in Managing Change and Resolving Conflict
- Certificate in Negotiation
- Managing Remote Employees
- Optimizing Operations and Managing Crises

## **Marketing**

- Certificate in Digital Marketing

## **Online Learning**

- Online Learning Accessibility
- Teaching Online

## **Project Management**

- PMP® Exam Prep
- 60 PDU Project Management Course Bundle
- Leadership PDU Bundle
- Strategic PDU Bundle

## **Small Business Management**

- Certificate in Small Business Management

# Stetson Open Access Instructor-Led Workshops

- Faculty led immersive workshops
- Hi-demand, on-trend topics
- More “soft skills”
- Offered 1-2X annually, 2-5 day sessions

## Sample course topics

Women in Leadership  
Corporate Sustainability  
Corporate Culture  
Teambuilding

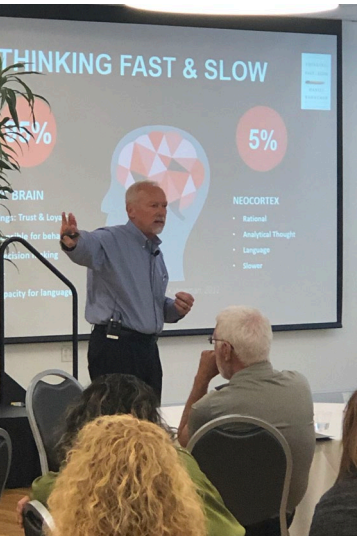
Managing Change  
Collaboration Principles  
Time Management  
Strategic Partnerships





# Customized Corporate Training

- Customized programming designed for specific companies and partners
  - Delivered at their site or on our campus – to their employees – designed to specifically meet their needs



# Custom Corporate Training

## Three Main Content Areas

### Sales

- Sales Effectiveness
- Customer Service and Communication
- Sales Management Development

### Leadership

- Managing and Leading Others
- Influence Strategies
- Effective Communication
- Conflict Resolution
- Leading High Performing Teams
- Talent Management and Employee Engagement

### Other Topics

- Sustainability
- Story Telling
- Problem Solving through Design Thinking
- DE&I
- Project management
- Lean 6 Sigma
- Teambuilding Ropes Course



# What do I need from you all?

1. Follow us on LinkedIn and Facebook
2. Socialize the program
3. Help me identify workforce skills gaps, interests, and business needs
4. Let's discuss your group's needs to build a custom workshop
5. Think about sharpening your own saw.

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*People are your only NON-depreciating asset.  
Invest in them!*





Let's start  
with a  
Story



*“Sharpen the Saw means preserving and enhancing the greatest asset you have - you.”*

Steven Covey's The 7 Habits of Highly Effective People – Habit #7: Sharpen the Saw