

GSETA

Garden State Employment
and Training Association



Professional Development Institute Catalog

2022-2023



Prepared By:
GSETA Professional
Development Institute
Committee

WorkNet Solutions

Elisabeth Sanders-Park



WorkNet Solutions is led by America's 'tough career transitions' expert, Elisabeth Sanders-Park. Known for her unyielding hope, innovation, and practicality, Elisabeth co-authored the ground-breaking books *No One Is Unemployable* (Los Angeles' Times 'Top 10 Career Book of the Year') and *The 6 Reasons You'll Get the Job* and more than 80 tools used by practitioners across the globe. Over the last 15+ years, she has been recognized nationally for her contribution to the field, earned the National Career Development Association's 'Practitioner of the Year' distinction, and trained 35,000+ employment, workforce, and careers professionals worldwide.

Motivating the Unmotivated: Getting Clients to Work for Themselves Instead of Against You

Thursday, November 17, 2022 - 9:30 AM to 11:00 AM

Are you working harder at all this than your clients are? This session offers fresh perspective and practical approaches to identifying and mobilizing on each client's unique motivation to participate in your program, search for work, get a job, and stay employed. We are each motivated in powerful yet personal ways. Come learn the two primary ways people are motivated and how to uncover personal motivation to move each client forward so they work for themselves instead of against you.

Careers not Jobs: Making Their Next Job A Career Move

Wednesday, January 25, 2023 - 9:30 AM to 11:00 AM

We work too hard to simply help people 'get job' when we can help them start a career in the same amount of time. Plus, our clients deserve to do work that work for them in the long run. This interactive session offers practical strategies to help clients quickly assess what's important for them, explore career possibilities and choose career direction, then identify target jobs they can get now that put them on the path to their dreams... so their next job is a career move.

No One Is Unemployable: Overcoming Barriers with Immediate and Lasting Solutions

Wednesday, April 26, 2023 - 9:30 AM to 11:00 AM

No one is unemployable, everyone is motivated, and every barrier can be overcome! This session, led by the hopeful, practical, innovative author of "No One Is Unemployable," offers a framework for catching anything that could hold a client back and 5 proven solution tools to overcome any barrier... from criminal history to over-qualification, too many jobs to not enough education, and overweight to missing teeth! These tools will help job seekers at all levels throughout their careers!

Stinkin' Thinkin': Adjusting Client Outlooks so They Get Out of Their Own Way

Wednesday, May 24, 2023 - 9:30 AM to 11:00 AM

Sometimes job seekers screen themselves out before employers get a chance to screen them out... or in! If a client's own negative thinking and limited beliefs are sabotaging their success and your help, it must be addressed before any significant progress can be made. This session offers a surprisingly practical approach to get at this tricky dynamic and help clients adjust their own thinking so they can move forward in their job search, career and life.

Healthy Partnerships: Practical Approaches for Coaching and Case Management

Wednesday, June 28, 2023 - 9:30 AM to 11:00 AM

In our work, we get to come alongside people as they secure and succeed in work. We can't do it for them or to them. We must do it with them in a healthy partnership. This session offers practical approaches for seasoned and new employment specialists to quickly establish trust and credibility, striking a productive partnership, and helping people see fresh options, make good decisions, and take more personal responsibility.



\$150 per person
cost includes all five sessions

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Faith Saunders

Discover A New Future Workshop Series for Front-Line Counselors

Being a front-line counselor is no easy feat as they are continuously faced with many challenges. To become more proficient in this role requires personal and professional development. These series of trainings are designed to enhance both.

How Well is Your Wellness Wheel Turning?

Wednesday, November 30, 2022 - 9:30 AM to 11:00 AM

Studies show that in order to lead a fulfilling and balanced life, we need to pay attention to eight key areas. During this interactive training, participants will be introduced to the eight dimensions of wellness. They will do a self-assessment to ascertain their wellness in all eight dimensions of wellness and create a personal Action Plan that will help them to address one dimension of wellness that they are not satisfied with.

CHANGE IS EASY: The Real Challenge is Transitioning From the Old to the New!

Wednesday, January 18, 2023 - 9:30 AM to 11:00 AM

This workshop is adapted from William Bridges' work on how leaders can support their teams while implementing change. Front-line counselors are unofficially leaders. Their team - the customers that they serve. Attendees will be able to

1. Distinguish between change and transition
2. Identify the 3 phases of the transition process
3. Identify and demonstrate strategies that they can use to support their customers through the 3 phases of the transition process

Repurposing Conflict

Wednesday, February 8, 2023 - 9:30 AM to 11:00 AM

Conflicts tend to have a bad reputation! However, it can be a good thing and can provide growth opportunities. Individuals and groups that learn to navigate through conflict and use it to their benefit can become highly motivated and effective. During this workshop, participants will learn how our perception of conflict influences how we navigate our professional and personal relationships. Different perspectives on conflict will be shared along with various techniques to manage conflict and build trust.

Elicit Positive Behavior Change Using MOTIVATIONAL INTERVIEWING

Wednesday, March 8, 2023 - 9:30 AM to 11:00 AM

Motivational interviewing (MI) is a counseling approach that elicits behavior change by helping individuals to explore and resolve ambivalence. This interactive workshop will teach participants what Motivational Interviewing (MI) is, explain the Stages of Change and what is occurring during each and how to use MI to assist employees through the various stages of change.

Assessing VOCATIONAL READINESS

Wednesday, June 14, 2023 - 9:30 AM to 11:00 AM

During this interactive workshop, participants will gain clarity about what vocational readiness is. In addition, they will become familiar with the strategies/techniques for assessing and enhance vocational readiness using the Psychiatric Rehabilitation Readiness Determination Profile (PRRDP).



\$175 per person
cost includes all five sessions

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Richard D. Maher

Disruption by Design Masterclass Series™: Leading a FutureFit Workplace Culture

The Masterclass Workshop Series has been designed as a natural follow up on the session at last Fall's GSETA State Conference session entitled "The Six Traits of Agile Organizations and the Leaders Who Lead Them." While attendance at that session is not required as a pre-requisite, this Series will "drill down" on skills/concepts introduced at the Conference and help folks apply new leadership skills to managing themselves and others through change and uncertainty. The topics in the series are aligned with the Six Traits of agile organizational culture as they appear in the research. The six traits are: Transformational Leadership, High Organizational Justice (trust), Positive Communications, Participatory Management, Social Support, and Group Engagement.

This series of virtual workshops will help participants recognize and assess their strengths and areas for professional development and develop skills to help them better lead themselves and others through change.

Session 1: Transformational Leadership: The Power of Shared Vision

Wednesday, February 22, 2023 - 9:30 AM to 11:00 AM

Session 2: Building Trust as a Leader

Tuesday, March 21, 2023 - 9:30 AM to 11:00 AM

Session 3: Creating Social Support and Psychological Safety in your Team

Tuesday, April 11, 2023 - 9:30 AM to 11:00 AM

Session 4: Participatory Management: Melting Resistance to Change Away

Tuesday, May 9, 2023 - 9:30 AM to 11:00 AM

Session 5: Capstone Learning Lab (leadership group only)

Tuesday, June 6, 2023 - 9:30 AM to 11:00 AM

The Capstone Lab will be a "putting it all together activity" to apply new skills to a specific change initiative focused on your local Board/office(s). The Capstone Lab would be a working session and target a specific initiative (i.e., using data analytics to re-focus service delivery on outcomes or optimizing virtual service delivery) where participants would apply all the skills in the series to develop a specific action plan they would use in their own office(s).



\$225 per person*
includes four sessions
***capstone additional \$50**

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Register for ALL
sessions for only
\$525!

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www.gseta.org

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