

# Whale Done!



## The Power of Positive Relationships

What does training killer whales have to do with human relations? More than you might think! In this inspirational learning session, leadership expert **Ken Blanchard** applies a proven approach used by the whale trainers at SeaWorld to teach managers and supervisors how to increase employee effectiveness at work.

In contrast to the all-too-familiar *GOTCHA!* approach to management (where managers and supervisors focus on catching people doing things wrong and taking corrective action), the Whale Done! approach teaches participants how to improve relationships by building trust, accentuating the positive, and redirecting the energy when things get off track. By building positive relationships, organizations become more productive, achieve greater results, and create an environment where everyone is genuinely excited about the work they are doing!

### Two video clips featured in the half-day learning session are:

**1) Whale Done!** -- Filmed on location at SeaWorld, Ken Blanchard teaches the overall Whale Done! philosophy and why it's so important to organizations.

**2) Whale Done! in Action** -- Ken Blanchard shows how to apply the concepts to real-life business situations, emphasizing how to give redirection when someone makes a mistake, and how to give a Whale Done! response when you catch someone doing something right.

Another feature of this fun learning session is the introduction of basic employee recognition practices and how they can dramatically improve workplace issues such as:

- Employee absenteeism & turnover
- Productivity
- Safety
- Stress
- Morale
- Profitability

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**Call Jennifer today** to talk about this program and more people-powered learning solutions!



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