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***AUTHORS OF “THE MANAGER’S HANDBOOK FOR VIRTUAL TEAMS” ANNOUNCE
WORKSHOP FOR LEADERS OF VIRTUAL TEAMS***

Authors Carolyn Soles and Steven Zeisler create powerful workshop “Leading Virtual Teams to Peak Performance” to help leaders of Virtual Teams

Wilmington, Del. – Professional development coach Carolyn Soles and international business consultant Steven Zeisler, whose book “The Manager’s Handbook for Virtual Teams: 24 Exercises to Take Your Team to High Performance” is rapidly becoming a ‘go-to’ resource for virtual team leaders across North America, have announced their one-day workshop “Leading Virtual Teams to Peak Performance”.

“Many Handbook users have told us that a workshop that builds upon the lessons of our book would be of significant value to leaders of virtual teams,” said Zeisler. “So we’ve developed a powerful full-day workshop that gets to the heart of what it takes to lead teams that are separated by distance and time zones.”

Added Soles, “We know that companies of any size or market are increasingly turning to virtual teams to manage today’s business needs. Leaders of these teams, even the most experienced managers, need and want new resources that assist them with the unique performance management challenges of virtual teams. Research says that technology is not the answer for virtual team effectiveness. It’s the people management that more significantly effects virtual team outcomes.”

“The fact is that high performing teams are *engaged*; they know what's expected of them and how they contribute to the organization’s objectives. Engaged teams have a significant impact on production, customer satisfaction, profit - all key business drivers.”

The workshop “Leading Virtual Teams to Peak Performance” provides virtual team leaders with the tools and approaches to engage their team and intentionally plan for the team’s development. Participants assess the current state of their team and develop strategies and actions to effectively deal with the real-world challenges they face in virtual teams: from effective start-up, through conflict resolution, and to peak performance.

Participants are praising the workshop as highly impactful. Said Michael Jenemann, a former global product manager at DuPont, after reviewing the workshop conducted by Soles and Zeisler. “This workshop is an excellent resource for any team leader. It is invaluable when team members are spread across the globe and the team leader must rely on influence rather than line authority to get things done. The lessons from the workshop are easy to apply, practical and built on a research based framework.”

“Leading a virtual team requires different skills, more comprehensive approaches and a deliberate focus on engagement strategies than leading a face-to-face team,” said Zeisler. “The

workshop is a valuable way for leaders to acquire those skills, shape a strategy and put together an action plan to lead their team to peak performance.”

Zeisler is the director and founder of Zeisler Associates Inc., an international consulting and development firm that helps companies innovate faster and more successfully. Clients include Fortune 500 corporations, privately held companies, government organizations and universities on six continents.

Soles is an instructional designer, professional development consultant and executive coach who develops performance solutions and programs on leadership and management development, employee and team engagement strategies, and professional development for corporations and non-profits.

Their e-book, “The Manager’s Handbook for Virtual Teams” was published in February of this year and was named “Book of the Month” for April 2005 by the Institute for Management Studies, a global leader in executive development.

For more information about the workshop contact virtualteams@zeislerassociates.com or to order “The Manager’s Handbook for Virtual Teams”, visit <http://www.zeislerassociates.com/virtualteamhandbookoverview.htm>

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