



## In This Issue of "The Globe"

Happy New Year! We kick off our first newsletter of 2014 with an update on QMII's launch of additional training in leadership. Continue reading below to learn more! We also highlight upcoming QMII instructor-led and virtual training opportunities to meet your organization's training objectives.

Missed an issue? Catch up on previous issues of [The Globe](#).

## Leadership Training to Teach Leaders of People and Processes as a System

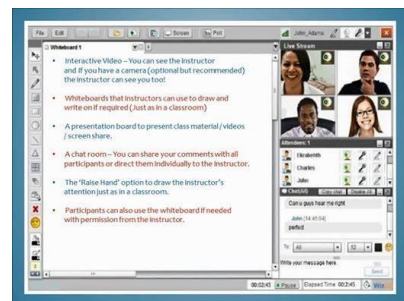
QMII has always brought value to our alumni and clients by looking at the system in its totality. The investment in the system should affect the bottom line positively. The Top Management plays a very important part in this. Our [leadership training](#) is for leaders to lead the people and processes as a system. The [Awareness Leaders Workshop \(AWS\)](#) has stood the test of time and been valued by leaders as they implement the system approach.

Effective February 2014, QMII is launching additional training in leadership. This training has been planned based on inputs received over the years from our alumni including several CEOs and Top Management (TM) representatives of organizations that we have worked with. This training does not teach

## QMII Virtual Training

QMII now offers training in a virtual classroom atmosphere. See our schedule of upcoming virtual training classes below:

Dates	Course
Feb 10-11	Designated Person
Feb 24-27	QMS
Mar 4-8	EMS



managers to be leaders. The specific training for managers to become leaders is offered as a separate training package.

To continue reading, go directly to the CEO's blog .....[click here](#).



## Upcoming QMII Instructor-Led Training

As a certified training organization, QMII's goal is to provide professionals with learning opportunities for understanding processes and systems as they relate to any organization. See our schedule of upcoming public classes below:

Dates	Course	Location
Feb 12-14	MSO/ISPS	San Diego, CA
Feb 24-28	EMS	Columbus, OH
Mar 10-11	ISM	Houston, TX
Mar 12-14	MSO/ISPS	Houston, TX
Mar 10-13	QMS	San Diego, CA
Mar 10-14	QMD	Rochester, NY
Mar 10-14	SCS	Miami, FL
Mar 17-18	ISM	West Palm Beach, FL
Mar 19-21	MSO/ISPS	West Palm Beach, FL
Mar 24-28	EMS	Las Vegas, NV
Mar 24-27	QMS	West Palm Beach, FL
Apr 7-10	QMS	Denver, CO
Apr 7-8	ISM	Seattle, WA
Apr 9-11	MSO/ISPS	Seattle, WA

Please [contact us](#) to register for the courses listed or inquire about other training opportunities.

## Meet The Team



Mr. William Askew is a Global Solutions Advisor at QMII. He recently joined the QMII team in November 2013. He joins QMII as an accomplished military leader in the areas of management, training and intelligence analysis. Mr. Askew was selected above his peers and federally recognized as a Warrant Officer. He has provided consultation to senior leadership, supervised subordinates, established training programs, and provided instruction to ensure unit readiness. Additionally, he has received several collateral duties, to include total army language program, physical security and intelligence oversight, due to his capability of successfully establishing and implementing Department of Defense programs.

As Global Solutions Advisor at QMII, William currently provides training and support to the Coast Guard on the [CGBI BPA](#).

## Risks and Innovation

In 1979, Daniel Kahneman and Amos Tversky won the Nobel Prize for Economics for their "Prospect Theory: An Analysis of Decision under Risk".

This theory shows that we prefer certainty to taking a risk. We see this on auction sites where the "Buy It Now" price is often much higher than the price of similar items sold by auctions. The BIN price may influence the bidding but it is for those of us who are willing to pay more for certainty.

To continue reading, go directly to the [QMII blog](#).

## Our Leadership Training

Our leadership training is for leaders to lead the people and processes as a system. We know that a room full of leaders with desirable traits and competent people is ineffective. They both need to work as parts of a process-based management system that is focused on creating more successful customers.

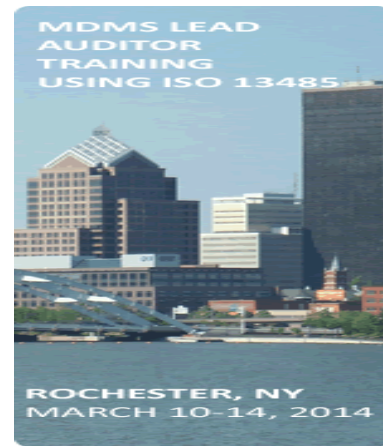
Teaching leadership to managers is a completely different course from our workshop on leading people and processes as a system. QMII offers a separate training package to teach managers to be leaders.

Best Regards,

Captain IJ Arora

President and  
CEO

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[IArora@QMII.com](mailto:IArora@QMII.com)



## ALUMNI CORNER

Have you seen what our alumni have to say about our training?

View alumni testimonials [here](#).

## Share The Globe

Help your colleagues stay current with QMII news and developments. Forward this e-newsletter and encourage them to [subscribe today](#) to this free resource.

## Join the Conversation

Join the conversation with QMII and check out our blogs and tweets: [CEO's Blog](#) and [QMII Blog](#) and [Twitter page](#).

To see older blog posts on leadership, [click here](#).

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