

Flash-based Cegos Courses Retiring 30 March 2020

One of our publishers, Cegos, will be discontinuing all courses based in Flash on 30 March 2020. They will no longer be accessible at that time.

Below is a list of the Cegos retiring courses as well as our recommended replacements. If your organization is still using these courses, please remove them from your LMS before 30 March 2020 to avoid any disruptions.

Please contact your OpenSesame Customer Success Manager or the OpenSesame Support team at support@opensesame.com if you have any questions.

Retiring Cegos courses		Suggested replacement courses		
Course Title	Course GUID	Publisher	Course Title	Course GUID
12 принципов тайм-менеджмента (FLASH - Retired)	4f889ad8-dddb-a4f8-89ad-8dddc1829031	<i>no language equivalent</i>		
4 claves para desarrollar la autoestima (FLASH - Retired)	4f888b0d-67d0-84f8-88b0-d67d10521660	ej4	Communicating with Confidence	018f94fb-515b-dbf4-9118-1c97ad4cf7e5
4 claves para fidelizar visitas en la web (FLASH - Retired)	4f888ae9-51d5-f4f8-88ae-951d74225924	ej4	Digital Marketing: 09. Driving Traffic to Your Website	e612c58f-d731-8294-5518-fde35cf9dba2
7 ключей коммерческих переговоров (FLASH - Retired)	4f889d78-8715-a4f8-89d7-887167521850	<i>no language equivalent</i>		
A análise SWOT (FLASH - Retired)	cd595e1d-30f6-3944-d172-6063ac06103d	ej4	Building a Business Case: 07. Gathering Data: SWOT Analysis [subtitles]	7b9bb53d-d92b-c194-dd83-5830bc0f7c5e
A arte de convencer pela escuta. Parte A (Brazilian Portuguese)	dfb75761-6b12-5654-c54f-3b86c010e15d	Cegos	A arte de convencer pela escuta. Parte A	23934e82-d5cf-bc04-1d03-8d322aa240cd
A arte de convencer pela escuta. Parte B (Brazilian Portuguese)	b099a6bd-2706-68a4-d579-b6e6610beda2	Cegos	A arte de convencer pela escuta. Parte B	63bd89e0-5ccc-eea4-9de4-89edc4a52699
A flexibilidade comportamental do gestor (FLASH - Retired)	791c0b5f-8689-ecd4-bdef-666b5554d7c3	Cegos	Competências situacionais do gestor	775758bc-f1a3-9964-3d73-81832a0a1f69
A lógica da	58bf89c2-de91-37a4-	ej4	Communicating	018f94fb-515b-dbf4

performance financeira (FLASH - Retired)	891a-6fdb516cf783		with Confidence	-9118-1c97ad4cf7e5
A Logical Approach to Corporate Finance (FLASH - Retired)	4f888004-a467-e4f8-8800-4a4684822790	Video Arts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
Aandacht voor je belangrijkste prioriteiten (FLASH)	88b0363f-d318-18e4-89da-73d9e7877bb3	Cegos	Verduidelijken en managen van je prioriteiten - Deel A	Df430159-622b-ab94-7987-b78619190314
			Verduidelijken en managen van je prioriteiten - Deel B	e65d928c-0fac-f4a4-35c4-97fd93a05935
Acelerar su integración en la empresa (FLASH - Retired)	4f88923f-0792-54f8-8923-f0792f966778	Cegos	Tener éxito como nuevo mando PARTE A	13840d3d-ec9c-a154-c175-256e53d5f5fb
			Tener éxito como nuevo mando PARTE B	81c69af5-6082-a394-191d-738f00d6d1c9
Adaptarse para formar mejor (FLASH - Retired)	3e30bfc1-b213-8dc4-c565-398bef0c3251	Video Arts	One-To-One Training [subtitles]	822fec23-bd2c-6b54-e964-e0464ad7abed
Adeguare lo stile di formazione alle caratteristiche del gruppo (FLASH)	7b07b4eb-8469-6e54-9505-5778f6b3657f	Cegos	Identificare il proprio stile di comunicazione	91f85a4b-e30a-8c14-5dc1-3560360fa423
Administrar los riesgos operativos (FLASH - Retired)	4f888dfc-3b82-94f8-88df-c3b830376996	Cegos	Anticipar los riesgos de un proyecto PARTE A	2f563e26-3de3-74e4-bd5f-fe6899d1ea75
			Anticipar los riesgos de un proyecto PARTE B	278be553-3118-e0d4-6902-d3b55f3e19a7
Adoptar la expresión corporal correcta (FLASH - Retired)	4f8894e0-7e4e-04f8-894e-07e4ef969835	Mind Channel	Servicio al cliente: el arte del lenguaje corporal	f1423aaa-f7c6-c5b4-b9eb-f0b407e22610
Adult Learning Mechanisms (FLASH - Retired)	4f887dbc-c14a-d4f8-87db-cc14b5884437	Video Arts	Everyday Learning	6073a2be-fd45-2b04-1596-fbd064861557
Adult Learning Mechanisms (US English) (FLASH - Retired)	60afa481-6fe2-0d84-41c0-ff36b4de9499	Video Arts	Everyday Learning	6073a2be-fd45-2b04-1596-fbd064861557
Afrontar las dificultades de la negociación comercial (FLASH - Retired)	4f888fd8-27f3-b4f8-88fd-827f40506686	Cegos	Dirigiendo el proceso de negociación – Nivel 1 (European Spanish)	9aeca220-e00d-2354-d138-0240596ab0ef
Ajustar sus objetivos	4f8893d4-760e-74f8-	ej4	Sales Forecasting	2c6fadde-aba5-a59

a las previsiones del mercado (FLASH - Retired)	893d-4760fc288420		for Managers	4-0912-aaaa8cb9969d
Ajuster ses objectifs aux prévisions du marché (FLASH - Retired)	4fd92412-c38d-54fd-9241-2c38db884201	Cegos	3 leviers de performance dans un environnement instable	6b8a8a7b-2a8b-6164-a5e8-67b63c0a655b
Aktiv lesen und das Wichtigste behalten (FLASH - Retired)	c9fc56c2-056f-a054-9993-9d510feb6f31	ej4 - eLearning for Business	Study Skills: 03. How to Study Effectively	f2aac1f7-40c4-a244-852a-f285c38444c3
Align Objectives with Market Forecasts (FLASH - Retired)	4f8886af-64ac-a4f8-886a-f64ad2562472	Vado	Forecasting Subject Lines	78ab9cdd-a9f7-c924-8990-6af10ce3da96
Aligner les objectifs sur la stratégie et les évaluer (FLASH)	4f887bad-955a-54f8-87ba-d955ac174437	Cegos	Outils et méthodes de résolution de problèmes. Part. A	10510ccc-8319-93d4-556a-0c3f0ce5f285
			Outils et méthodes de résolution de problèmes. Part. B	036134b0-6b53-96b4-e144-abccc5621748
Alinear los objetivos con la estrategia y evaluarlos (FLASH - Retired)	4f889518-6650-b4f8-8951-866511866593	Cegos	Conseguir, sin esfuerzo, objetivos de alto valor añadido	e15e26e9-a14b-f2e4-c5a8-cb31fb6a304a
Analisar problemas e tomar decisões (Brazilian Portuguese) (FLASH)	d3887ff8-9af1-7ce4-5da7-c7f409fbace7	Cegos	Analisar problemas e tomar decisões. Parte A (Brazilian Portuguese)	d0d9fb20-d343-c514-e124-6f2db2fe9446
			Analisar problemas e tomar decisões. Parte B (Brazilian Portuguese)	631a0530-05d0-4494-81bc-0a14df049a94
Análise financeira e valorização da empresa (FLASH)	64ce23f6-8e0d-1824-15ac-e9b3286b653c	UL	Tendências e Análise (Trending and Analysis - Global Brazilian Portuguese)	4529f4b4-69c9-8334-1df2-ad00bd9e5dbf
Análisis Dafo (FLASH - Retired)	4f888b6b-9a77-94f8-88b6-b9a77f123697	ej4	Building a Business Case: 07. Gathering Data: SWOT Analysis [subtitles]	7b9bb53d-d92b-c194-dd83-5830bc0f7c5e
Análisis financiero y valoración de la empresa (FLASH - Retired)	4f8892d1-9e52-b4f8-892d-19e532830683	Video Arts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
Análisis financiero, instrucciones (FLASH - Retired)	4f88926e-2359-04f8-8926-e2359a327557	ej4	Financial Ratios: 01. Revenue Ratios	485c8f97-d50b-8fd4-7934-375bd9018665

Analizar correctamente las nuevas estrategias (FLASH - Retired)	4f88946f-a313-84f8-8946-fa313e322794	Cegos	Decidir eficazmente PARTE A (Latin American Spanish)	e806a34a-b64f-8334-59fc-d92a1ceed17a
Analyse and Evaluate Corporate Financial Data (FLASH - Retired)	4f8885a1-6605-e4f8-885a-166062034051	ej4	Building a Business Case: 06. Gathering Data: Understanding Financial Metrics	bcac9c45-d360-09d4-995d-5c1ca29eb060
Analyse and Solve Cash Flow Problems (FLASH - Retired)	4f88856b-df67-b4f8-8856-bdf681031210	ej4	Cash Flow Management: 02. Managing Receivables	777e562b-01f5-c404-65e8-05f89940e212
Analyse financière et valorisation de l'entreprise (FLASH - Retired)	4f8879da-bd63-14f8-879d-abd638483049	Vubiz	Éléments fondamentaux de la finance des Affaires	b897b0cd-b7b4-6544-491d-4fb1d94897e8
Analyse financière mode d'emploi (FLASH - Retired)	4f887998-69e2-44f8-8799-869e29454517	Vubiz	Éléments fondamentaux de la finance des Affaires	b897b0cd-b7b4-6544-491d-4fb1d94897e8
Analyse Strategic Customers Successfully (FLASH - Retired)	4f888738-3c51-44f8-8873-83c51d598639	ej4	Managing an Enterprise Account: 03. Lifetime Customer Value	e33917a3-aa6d-b874-7123-ff0d9a0879ab
Analyser le marché fournisseurs dans un projet Achats (FLASH - Retired)	4f887450-5508-c4f8-8745-055094221492	<i>no language equivalent</i>		
Analyser les coûts dans un projet Achats (FLASH)	4f88745b-b6af-74f8-8745-bb6aff894069	ej4	Specialized Math: 06. Calculating Production Costs [subtitles]	49396596-6322-aa34-4dc5-2e210ef4c3a6
Animer une communauté internationale de marketeurs (FLASH - Retired)	4f887a90-ef9e-94f8-87a9-0ef9ef219863	Vubiz	Principes fondamentaux du marketing	ffd69e5a-b592-0ee4-c932-14e6032402a1
Apresentar a sua proposta com paixão (FLASH - Retired)	8bedb135-9e69-9324-1d25-e62c7c51187a	Cegos	Competências emocionais do gestor	837d9f93-4dcc-9634-89dc-4a1adcf47966
Assess the Profitability of an Investment Project (FLASH - Retired)	4f88855e-9146-54f8-8855-e9146a502498	ej4	Specialized Math: 09. Understanding ROI	1ef3f4ea-b716-1bd4-c19e-a803298481b6
Assurer la coordination transversale (FLASH - Retired)	4f887a11-aeeed-64f8-87a1-1aeee2635575	Cegos	Susciter Et Entretenir La Motivation	7d361c21-de1f-9df4-8998-2925625b6ecc

Assurer le relais commercial par téléphone (FLASH)	4f886f82-c1ff-84f8-86f8-2c2008097632	Vubiz	Les techniques de communication par téléphone	07c5fe44-a630-16c4-799c-ad9dbb999f35
Atender la reclamación de un cliente fidelizado (FLASH - Retired)	4f888f80-d379-04f8-88f8-0d3797572080	Cegos	Su cliente y usted: objetivo, preferencia	95086811-3ba4-d3c4-91ce-204d79cece09
Autoestima: modo de empleo (FLASH - Retired)	4f888afb-5445-a4f8-88af-b54460688398	Video Arts	Criticism and Failure	7137f9a4-ab07-7964-35e7-8bca58ed1762
Autoestima: modo de funcionamento (FLASH - Retired)	fb4601e1-72f6-3944-c9e2-2d6578c0cfaa	<i>no language equivalent</i>		
Balanço e demonstração de resultados (FLASH)	7f32b101-4336-0614-7d46-02f3938c554c	<i>no language equivalent</i>		
Bien vivre sa retraite : les 3 clés d'une vie équilibrée (FLASH - Retired)	4f887964-0071-b4f8-8796-400721498724	ej4	New Employee Math: 02. Retirement Savings Basics	657dc126-f1a7-53e4-2996-46a7998889d6
Bien vivre sa retraite : piloter son changement de vie (FLASH - Retired)	4f887951-ead1-54f8-8795-1ead1b738510	<i>no language equivalent</i>		
Bilanz und Gewinn- und Verlustrechnung (FLASH)	4f88adb6-1f04-04f8-8adb-61f052768656	Cegos	Festlegen eines Projektbudgets Teil A	515dfe16-2ca5-ce54-bd6b-ee4f26664add
			Festlegen eines Projektbudgets Teil B	9924313c-37a9-7184-3dfd-c470e88dcc5c
Boas práticas de liderança (FLASH)	f73d43a0-a763-2994-7194-435c8a752ffe	Cegos	Os estilos de gestão	d549b6bf-3b05-4cd4-9d64-92616bafd7c3
Bonnes pratiques et contre-indications au leadership (FLASH - Retired)	4f887908-0bc3-c4f8-8790-80bc44697413	Cegos	Les Styles De Management	7f75ee31-421f-fa74-09d6-dd6f0615f2f8
Build Sustainable Shared Success (FLASH - Retired)	4f8882fb-766b-34f8-882f-b766c7224269	Vubiz	Working Well with Others	93b1f6aa-7d30-f194-2985-48211912caaf
Claves de la comunicación por teléfono (FLASH - Retired)	4f888999-e48a-f4f8-8899-9e48b8966411	Mind Channel	Consejos de ventas: vender por teléfono	3865f32c-e828-3c44-5d5d-482956d669cd
Communication non verbale et Synergologie®	4f887b85-d6c2-e4f8-87b8-5d6c35322666	Vubiz	La communication non verbale	63ebe9aa-48a8-1fe4-69a3-5f3f4158ecc1

(FLASH - Retired)				
Como aprendem os adultos (FLASH - Retired)	7ba64bd6-f0e1-a7c4-c5f2-01d0e0762ced	ej4	Transformational Leadership: 03. Creating Focus During Change	4d9359e8-ad2d-14d9-359e-8ad2d4149688
Como escrever um e-mail eficaz (Brazilian Portuguese) (FLASH)	db247ac1-a63c-18d4-b51e-c147ff6c27d2	ej4	Healthy Communication: 04. Using Email at Work	4ea84a4c-53d2-14ea-84a4-c53d34923804
Como escrever um e-mail eficaz (FLASH - Retired)	aa90e288-609a-26d4-5d97-caa4ee434fa3	Vado	Los correos electrónicos eficaces	93177713-55a0-6064-e963-b0d6295d75cb
Competências emocionais do gestor (FLASH) (FLASH)	f538cade-efc9-1944-9526-6b2fbd9be4f6	Cegos	Competências emocionais do gestor	837d9f93-4dcc-9634-89dc-4a1adcf47966
Competências situacionais do gestor (FLASH) (FLASH)	0e6bc475-4931-4454-7daf-4c7adc31d52c	Cegos	Competências situacionais do gestor	775758bc-f1a3-9964-3d73-81832a0a1f69
Comportamiento flexible del manager (FLASH)	baef5163-8869-c704-c536-787a30f4a1fd	Cegos	Habilidades situacionales como mando	0c6c7174-50df-3164-f18c-22b52ccde95d
Compreender a disfunção emocional (FLASH - Retired)	0a8db240-ebb3-e174-810d-1f5fff1f2457	ej4	Emotional Intelligence: 02. Developing Self Awareness	50c7ebaa-3c74-e50c-7eba-a3c752622791
Comprender al vendedor para neutralizar la negociación (FLASH)	4f888d60-1637-94f8-88d6-016383402992	Cegos	Dirigiendo el proceso de negociación – Nivel 1	9aeca220-e00d-2354-d138-0240596ab0ef
Comprender cómo abordar el estrés (FLASH - Retired)	4f8889fe-f1c3-b4f8-889f-ef1c42443999	Cegos	Manejar el estrés	b9c24dca-9c9e-1204-c540-3b8a5adf5dee
Comprender su cólera y expresarla de modo positivo (FLASH - Retired)	4f889379-89bb-84f8-8937-989bbe118033	Mind Channel	Cómo lidiar con la ira	71a27fd7-5469-c6b4-9d4e-455d6f07a6ac
Comprendre le vendeur pour amorcer la négociation (FLASH - Retired)	4f887474-79ef-84f8-8747-479f00348197	<i>no language equivalent</i>		
Comunicação virtual (FLASH - Retired)	17eea84b-9855-e2b4-edc4-0f942f0d677e	Mind Channel	Habilidades de comunicação	c8489cad-5ed9-dae4-7db3-dd0abde39add
Conceber e utilizar diapositivos em	ff2d2ba9-7c6a-2394-8199-98a420b22294	ej4	Proofreading: 01. How to Proofread	20aa8d73-a4fc-c974-91a2-90267f6fc220

formação (FLASH - Retired)				
Concebir y animar una presentación informática (FLASH - Retired)	215cbd07-cd44-2454-4d5d-600ce5006a6a	Mind Channel	Herramientas de presentación	f081dc3e-a81b-71f4-9d1b-fce61816b96e
Concevoir et animer un diaporama en formation (FLASH - Retired)	4f88726a-c367-e4f8-8726-ac3684414222	Mind Channel	Compétences de présentation	b8253dc7-d92f-3364-5d83-923835ac6f7d
Concevoir un dispositif de formation (FLASH)	4fd9239a-a94e-a4fd-9239-aa94f1903384	Cegos	Construire et piloter un plan d'action	90951fb5-9e89-2c94-c950-8c8ce3cbada3
Conciliar gestión y conocimiento (FLASH - Retired)	a7511717-6221-94a4-51ce-b3c75dbf79a8	Cegos	Tener éxito como nuevo mando PARTE A	13840d3d-ec9c-a154-c175-256e53d5f5fb
			Tener éxito como nuevo mando PARTE B	81c69af5-6082-a394-191d-738f00d6d1c9
Concilier management et expertise (FLASH - Retired)	4f8878ed-8ab5-84f8-878e-d8ab60615688	no language equivalent		
Conduzir a entrevista de venda para o acordo mútuo (FLASH - Retired)	27c60b8c-7a46-6fe4-1d30-1be2c401722c	Cegos	Preparar uma negociação ganhar-ganhar	5e16e838-c790-6a64-0daa-ff1b5388c7c6
Confirming Applicant's Suitability for the Position (FLASH - Retired)	4f887c4f-1501-d4f8-87c4-f15022977940	Video Arts	Behavioural Interviewing: Selection Interviews	6bd6c97a-72f9-eeb4-7922-8e23577472a0
Conflict in Purchasing (FLASH - Retired)	4f88822a-1ee4-04f8-8822-a1ee47128130	Vado	Negotiating with Difficult People	51781f90-635f-c517-81f9-063601648202
Conflictos en una situación de compras (FLASH - Retired)	4f888ffa-bf52-34f8-88ff-abf52b405724	Syntrio	Evitando Conflictos de Interés	5d43c03f-843c-5b44-fd75-f1a5bb1898f4
Conocerse mejor para comunicarse mejor (Latin American Spanish) (FLASH)	aaaf2ab2-d63d-6a64-0dcb-f8ce7c0c3295	Cegos	Conocerse mejor para comunicarse mejor PARTE A (Latin American Spanish)	935211fb-1772-7274-c1be-45270aa9b6c6
			Conocerse mejor para comunicarse mejor PARTE B (Latin American Spanish)	5161be36-a6f9-b274-eda0-31355033f281

Conseguir que los mandos se sumen al liderazgo (FLASH - Retired)	4f88920d-a7cc-14f8-8920-da7cc9204978	Cegos	Habilidades situacionales como mando	0c6c7174-50df-3164-f18c-22b52ccde95d
Conseguir una auditoría de calidad (FLASH - Retired)	4f88955e-0f3d-c4f8-8955-e0f3ed602713	Cegos	Conseguir, sin esfuerzo, objetivos de alto valor añadido	e15e26e9-a14b-f2e4-c5a8-cb31fb6a304a
Construct and Manage a Budget (FLASH - Retired)	4f888011-d05a-34f8-8801-1d05b0877676	Vubiz	Basics of Budgeting	4ef38465-62eb-34ef-3846-562eba531674
Construct Your Living Balanced Scorecard (FLASH - Retired)	4f888036-d5d8-d4f8-8803-6d5d93961613	Vubiz	Strategic Management for Your Organization:Recent Developments in the Balanced Scorecard	6198477f-1209-d934-f5d5-59e9fd4dd17f
Construir e aplicar o quadro de indicadores (FLASH)	5872ada3-a0b7-4594-49c3-b4c629a25c4d	<i>no language equivalent</i>		
Construir o êxito partilhado e sustentável (FLASH - Retired)	c777e062-0c72-4a64-c5d5-c843beec750a	Cegos	Competências relacionais do gestor Parte A	3f8f4aed-8842-eba4-e141-b11bbe756583
			Competências relacionais do gestor Parte B	1424e287-3c9c-da44-7143-aab917a843d6
Construir y utilizar un cuadro de mando (FLASH - Retired)	4f888de1-0032-a4f8-88de-100340995978	Intellezy	Office 365 Power BI	00d4445b-d9f3-6444-11d2-2a491f897987
Construire et exploiter un budget (FLASH - Retired)	4fd923c0-e9b2-94fd-923c-0e9b2f189814	ej4	Budgeting Essentials: 01. What Is Budgeting?	146b85c4-7e72-6ce4-0dac-4180fd5befce
Construire et faire vivre le tableau de bord (FLASH - Retired)	4f8874c4-f1dd-34f8-874c-4f1dd9004650	<i>no language equivalent</i>		
Crear un sitio web (FLASH - Retired)	4f8892b1-92c9-c4f8-892b-192ca8063900	Cegos	Técnicas de comunicación escrita	131df8bf-60b7-15c4-011f-2bde67840313
Crear valor por el capital cliente (FLASH)	4f8893c4-3a74-e4f8-893c-43a75d392354	Cegos	Su cliente y usted: objetivo, preferencia	95086811-3ba4-d3c4-91ce-204d79cece09
Create a Vision of the Future (FLASH - Retired)	4f888076-ccb0-54f8-807-6ccb0b719945	Enspark	The Power of Vision	64b45b73-f10b-ec84-2d81-14d828d5e033
Create Your Website	4f888586-17e8-04f8-	Packt	Building a	9c24989d-65db-e35

(FLASH - Retired)	8858-617e87032207		Responsive Website with Bootstrap	4-3942-6cc48acc6551
Cr��er son site web (FLASH - Retired)	4f8879c0-342d-64f8-879c-0342e2101741	<i>no language equivalent</i>		
Customer relationship: obiettivo accordo (FLASH)	4f88a391-e9ce-f4f8-8a39-1e9d03648589	Cegos	Rapporto col cliente: obiettivo accordo	d05883ce-e3cb-18a4-a93a-4580e5b268ad
Das Vertriebsteam zum Handeln motivieren (FLASH - Retired)	4f88ac6d-436b-e4f8-8ac6-d436c5976736	Cegos	Kunden mit einem ��berzeugenden Angebot gewinnen	3c388820-da46-58d4-9541-a8250560328c
Dealing with Annual Reviews' Difficult Situations (FLASH - Retired)	4f88883a-29bd-84f8-8883-a29bde844522	Cegos	Preparing and Structuring the Annual Performance Review Part A	e9b94bd5-5fb1-9204-b16b-feece519769b
			Preparing and Structuring the Annual Performance Review Part B	afedb8a3-326d-1bb4-89e7-97b6b55e5b01
Decode the Balance Sheet and Income Statement (FLASH - Retired)	4f888593-1c7e-d4f8-8859-31c7f4569587	Video Arts	The Balance Sheet Barrier Animation	26af002a-5a05-8ff4-05c1-d2a37e1392cc
D��couvrir le monde secret de son client (FLASH - Retired)	4f887776-6873-94f8-8777-668740913928	Vubiz	Service �� la client��le: les clients en premier!	f3188c2f-aaa6-b5e4-0579-f17b7c52863f
Der Manager als Kommunikator (FLASH)	1e1e4623-2f6b-9234-71c1-71be3e153c63	Cegos	Die Beziehungskompetenzen des Managers Teil A	d4d8b08f-e07f-e904-a141-31b69626c894
			Die Beziehungskompetenzen des Managers Teil B	41857dc2-ed19-9184-193a-3333241ea6e6
Desarrollar el carisma en situaciones delicadas (FLASH)	4f889135-4ef3-14f8-8913-54ef3c909425	Cegos	Habilidades emocionales como mando	3e33ab64-e3f6-ff34-c528-7397863ef2b1
Desarrollar el liderazgo en las mejores condiciones (FLASH - Retired)	4f8891f9-9444-c4f8-891f-994453751793	Cegos	Tener ��xito como nuevo mando PARTE A	13840d3d-ec9c-a154-c175-256e53d5f5fb
			Tener ��xito como nuevo mando PARTE B	81c69af5-6082-a394-191d-738f00d6d1c9

Descobrir o mundo escondido do cliente (FLASH - Retired)	c1ca144d-3b3a-3944-5d39-e131e1c306f9	Cegos	Três alavancas essenciais para a cooperação	25d8e73a-d0b7-81d4-1151-9d553fdea39c
Descubrir el mundo secreto del comprador (FLASH - Retired)	4f8890af-3622-d4f8-890a-f36241416530	Cegos	Su cliente y usted: objetivo, escucha	0a8fcfbca-ca9-8084-41d3-6d159a1931ec
Desenvolver a sua consciência emocional (FLASH - Retired)	c17e7db5-d82e-5834-698f-f6a178d920b3	Cegos	Habilidades emocionales como mando	3e33ab64-e3f6-ff34-c528-7397863ef2b1
Desenvolver e manter competências (FLASH - Retired)	c5cddf3f-8105-78a4-f159-979ef6ed2e19	<i>no language equivalent</i>		
Design a Training Programme (FLASH - Retired)	4f887dd7-2298-f4f8-87dd-722995513010	Webucator Training	Instructional Design Training	84ec2cdd-e741-fbf4-a5fb-1925a15755c8
Design and Present a Slideshow for Facilitation (FLASH - Retired)	4f887daf-afa4-84f8-87da-fafa4f457663	ej4	Presentations That Work	5a8cc866-c298-cfd4-b1fa-ae3bcf8ecf9b
Design and Present a Slideshow for Facilitation (US English) (FLASH - Retired)	8c518c77-c4f9-9aa4-496b-ed584fc8b0bb	Hoonuit	Effective Presentation Design	9f94585e-74a7-b044-198e-a415d24af30f
Develop Consistency Through Marketing Strategy (FLASH - Retired)	4f888677-348f-74f8-8867-734909909331	ej4	Marketing Strategy: 02. Developing a Strategy	4f0ca5ad-29cf-5304-c902-e0670bb880c7
Développer son charisme en situation délicate (FLASH - Retired)	4f8877e6-51b9-d4f8-877e-651ba6836905	Cegos	Les 3 Piliers De L'Excellence Interpersonnelle (European French)	5ecfe354-af06-d8e4-c101-62fb2103e9e3
Diagnosticar y solucionar las crisis de tesorería (FLASH)	4f88928f-431b-44f8-8928-f431c6424471	ej4 - eLearning for Business	Risk Management Basics: 11. Financial Basics	dc0800a5-218f-46a4-2551-48960b63bd77
Diagnóstico situacional de la negociación de compras (FLASH - Retired)	4f88901d-75b5-b4f8-8901-d75b63462653	Cegos	Dirigiendo el proceso de negociación – Nivel 3 (European Spanish version)	8583bf7a-5dc0-26e4-eda9-e493d62b0e55
Diagnostiquer et résoudre les crises de trésorerie (FLASH - Retired)	4f8879aa-2f4b-b4f8-879a-a2f4c0918610	ej4	Cash Flow Management: 01. Cash Flow Management for	258e9998-10f2-18c4-95bb-76ffa9457d83

			Beginners	
Die Drei Säulen Der Sozialkompetenz (FLASH)	4f88a877-498d-94f8-8a87-7498e1202368	Cegos	Die Drei Säulen Der Sozialkompetenz	3642a717-3c83-4524-4d35-0a0f4a67a208
Die Erfolgsschlüssel zum guten Telefongespräch (FLASH - Retired)	4f88a825-15cc-a4f8-8a82-515cd1510446	Cegos	3 Wege Zur Erfolgreichen Kommunikation	80bfca68-5559-3624-c919-3a447025ec47
Die Hebel einer Verhandlung (FLASH - Retired)	4f88ab9b-0835-54f8-8ab9-b0835c290058	Cegos	Vorbereitung auf eine Win-win-Verhandlung	9e5ffa13-339d-5f74-bd88-b9e96a39d6de
Die Managementstile (FLASH)	e4a0ff3f-eff7-c144-21bf-0f91b572fff2	Cegos	Die Managementstile	3173d952-75bf-29d4-b5fd-8b12da260124
Die SWOT-Analyse (FLASH)	f700942c-0ce2-2b74-4582-1e82a5fc20b7	ej4	Building a Business Case: 07. Gathering Data: SWOT Analysis [subtitles]	7b9bb53d-d92b-c194-dd83-5830bc0f7c5e
Dinamizar a cooperação interna em prol do cliente (FLASH - Retired)	95cff827-fd6e-09d4-e105-a3f27b1bdaf5	Cegos	Relação cliente: conseguir o acordo	4e44a92d-469d-16c4-2194-72b975760b30
Dinamizar la colaboración en beneficio del cliente (FLASH - Retired)	4f888f93-5cc1-94f8-8f9-35cc25830135	Cegos	Su cliente y usted: objetivo, lealtad	94ffb973-c60a-6834-45c3-4b2d6f05d210
Dirigir al equipo comercial en momentos de incertidumbre y cambio (FLASH)	4f889040-d152-c4f8-8904-0d1534588919	Cegos	Liderar el cambio, La estrategia de los aliados. Parte A	8b7f888a-98b3-60b4-dd45-feaee88502f0
Dirigir un cambio de vida (FLASH)	734a3c9c-0cd8-12b4-89d2-cdde42cf04c6	Cegos	Liderar el cambio, La estrategia de los aliados. Parte B	dd616477-0b05-18e4-e5ae-ea04bdbb3f59
Discover the Hidden World of your Buyer (FLASH - Retired)	4f8882ca-baa7-14f8-882c-abaa77146672	Vado	Understand Customer Needs	4fa1bf47-ac07-c4fa-1bf4-7ac088420874
Diseñar un programa de formación (FLASH - Retired)	1e83bc58-86fa-2d84-09aa-a138b11aeb8c	ej4	Mentoring: 02. How to Create a Mentoring Program	50c7e9c8-6d48-d50c-7e9c-86d492290576
Dominar la comunicación en entornos virtuales (FLASH - Retired)	4f889506-33ad-c4f8-8950-633ae1646943	Cegos	3 Claves de eficiencia en un entorno acelerado	8267d4d7-8346-9e04-b15c-a6a32f5da8bd
Doze práticas para ganhar tempo	4ee15900-d56c-f224-8569-17896de39194	Cegos	Organizar e planejar (Brazilian	d2482443-7f11-1e34-b1ed-505362d4f7

(Brazilian Portuguese) (FLASH)			Portuguese)	a9
Dynamiser la coopération en interne pour le client (FLASH - Retired)	4f887647-419f-f4f8-8764-741a05650326	Cegos	Votre Client Et Vous : Objectif Adhésion	3c6f4113-6bf2-cf44-7993-3da0a3576154
Écrire pour le web (FLASH - Retired)	4fd923bc-7211-a4fd-923b-c72120677327	ej4	Digital Marketing: 05. Content Marketing	18df1506-5586-96e4-cda6-a4cc77c0e998
El análisis de la necesidad en un proyecto de compras (FLASH - Retired)	4f888d0c-e2c2-e4f8-88d0-ce2c35605141	Cegos	Establecer el presupuesto del proyecto PARTE A	bd0582e2-b279-1e94-6522-2ac05babb303
			Establecer el presupuesto del proyecto PARTE B	8ef63844-2550-aa54-85d1-eeee1c0e376d
El análisis de los costes en un proyecto de compras (FLASH - Retired)	4f888d3d-efe1-14f8-88d3-defe18903364	ej4	Specialized Math: 06. Calculating Production Costs [subtitles]	49396596-6322-aa34-4dc5-2e210ef4c3a6
El análisis del mercado de proveedores en un proyecto de compras (FLASH - Retired)	4f888d23-e7a7-34f8-88d2-3e7a7d775502	ej4 - eLearning for Business	Selling Strategies: 04. STUN Selling	821d8bc9-745c-3214-41e9-d93e2e41f57b
El impacto de las emociones en la negociación de compras (FLASH - Retired)	4f88900a-c03c-54f8-8900-ac03cb960412	Cegos	Gestionar las emociones en el seno de su equipo PARTE A	aa86e328-777e-cd34-355c-84f638c56402
			Gestionar las emociones en el seno de su equipo PARTE B	eb7ac859-dd17-cdb4-892d-7427cda0e4f9
El manager comunicador (FLASH - Retired)	4f8891be-a8ba-84f8-891b-ea8bb1490158	Cegos	Promover y mantener la motivación	53ecee52-9e13-29d4-45cb-0c2c7532e12b
El marketing relacional en la práctica (FLASH - Retired)	4f888cd8-6ce8-d4f8-8cd-86ce95197226	Cegos	Su cliente y usted: objetivo, preferencia	95086811-3ba4-d3c4-91ce-204d79cece09
El proceso de marketing (FLASH)	4f888b57-cb49-44f8-88b5-7cb49b078924	ej4	Marketing Strategy: 02. Developing a Strategy [subtitles]	4f0ca5ad-29cf-5304-c902-e0670bb880c7
El rol del mando en la relación duradera (FLASH - Retired)	4f888f55-6cef-64f8-88f5-56cefc217291	Cegos	Su cliente y usted: objetivo, preferencia	95086811-3ba4-d3c4-91ce-204d79cece09
Elaborar um orçamento de	d28c06e7-1085-0294-1d5e-df6824fe5ddd	Cegos	Elaborar um orçamento de	a3131228-5b1d-0954-99cc-4fc8fb6bdd7

projeto (Brazilian Portuguese) (FLASH)			projeto. Parte A (Brazilian Portuguese)	e
			Elaborar um orçamento de projeto. Parte B (Brazilian Portuguese)	cdef89c8-31fd-9cf4-dd37-b183a569535f
Elaborar y gestionar un presupuesto (FLASH)	4f888db5-8b63-44f8-88db-58b63c229507	Video Arts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
Eliminar los 5 obstáculos a su efectividad (FLASH - Retired)	4f8894a2-b02b-b4f8-894a-2b02c1827860	ej4	Framework for Execution: 04. A Framework for Execution	50478f95-65f6-5504-78f9-565f6a689841
Enclencher la dynamique du changement (FLASH - Retired)	4f887514-4c76-d4f8-8751-44c772321894	ej4	Transformational Leadership: 03. Creating Focus During Change	4d9359e8-ad2d-14d9-359e-8ad2d4149688
Entender el balance y la cuenta de resultados (FLASH)	4f8892c2-59f7-a4f8-892c-259f82574600	Video Arts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
Entretien et plan de développement des compétences (FLASH)	4fd92427-f069-34fd-9242-7f0698210007	Cegos	Favoriser le développement de vos collaborateurs avec grow	ecca9505-26d6-e2c4-0144-200a7d02a53d
Escrever para a web (FLASH - Retired)	0af2f707-37d5-ba54-0d4d-8662792eb703	ej4 - eLearning for Business	Public Relations: 02. Press Releases	e910f5f3-023b-fea4-dd14-8780fdf8549e
Escribir para la web (FLASH)	4f888d86-5bde-74f8-88d8-65bde418123	Cegos	Técnicas de comunicación escrita	131df8bf-60b7-15c4-011f-2bde67840313
Estime de soi : mode d'emploi (FLASH - Retired)	4f88720f-2e30-44f8-8720-f2e317426630	<i>no language equivalent</i>		
Estrategia de compras (FLASH - Retired)	4f888d4d-009f-44f8-8d4d-d009fb453879	ej4 - eLearning for Business	Closing Strategies	db9f0d1e-f69b-06f4-31ea-26f9434ecc0f
Estrategia de marketing relacional (FLASH - Retired)	4f888cbb-66dd-14f8-88cb-b66dd6603509	Cegos	Su cliente y usted: objetivo, confianza	97231b7d-81c9-3404-91b6-ca8cdac3c94a
Estrategias de comunicación (FLASH - Retired)	4f888b9f-4faf-a4f8-88b9-f4fb02097385	Cegos	Convencer con una oferta ganadora	d380653f-50ea-d4a4-69ae-4af1196fc643
Evaluar con ética e	4f88953a-c486-e4f8-8	ej4	Effective	e45f7c94-124c-0394

integridad (FLASH - Retired)	953-ac487b985586		Performance Reviews: 04. Effective Performance Reviews for Managers	-4176-6245e4c8a9da
Evaluar la rentabilidad de un proyecto de inversión (FLASH - Retired)	4f889281-060a-f4f8-8928-1060b5303711	Video Arts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
Evaluar lo que se ha aprendido durante la formación (FLASH)	af29e54f-179c-c2f4-01a1-95c50907f366	Cegos	Orientar la acción individual y colectiva PARTE A	cc782ad1-0b1f-1454-19a1-837922b9c2b7
			Orientar la acción individual y colectiva PARTE B	ad99f826-c08e-7854-e181-13ad0bc15172
Evaluar y controlar los riesgos del proyecto (FLASH - Retired)	4f888ea5-915f-24f8-88ea-5915f7404276	Cegos	Anticipar los riesgos de un proyecto PARTE A	2f563e26-3de3-74e4-bd5f-fe6899d1ea75
			Anticipar los riesgos de un proyecto PARTE B	278be553-3118-e0d4-6902-d3b55f3e19a7
Evaluate What Has Been Learned During Training (FLASH - Retired)	4f887dc9-ab51-b4f8-87dc-9ab527477979	Webucator Training	Instructional Design Training	84ec2cdd-e741-fbf4-a5fb-1925a15755c8
Évaluer avec éthique et intégrité (FLASH - Retired)	4fd9242b-89df-44fd-9242-b89dfa251821	VideoArts	Performance Reviews	97dfed90-02ff-34e4-a97b-366d02ff1fc0
Évaluer et maîtriser les risques projet (FLASH - Retired)	4fd923c5-c9f5-74fd-923c-5c9f5d486384	Cegos	Anticiper Les Risques D'Un Projet. Part A	d1853db6-defc-fc84-6da4-a1858ee1b22b
			Anticiper Les Risques D'Un Projet. Part B	d82d6a85-f4e3-bae4-c975-7055feae1414
Evaluer la rentabilité d'un projet d'investissement (FLASH - Retired)	4fd92405-de70-54fd-9240-5de710588555	Cegos	Anticiper Les Risques D'Un Projet. Part A	d1853db6-defc-fc84-6da4-a1858ee1b22b
			Anticiper Les Risques D'Un Projet. Part B	d82d6a85-f4e3-bae4-c975-7055feae1414
Evaluer les acquis de la formation (FLASH - Retired)	4fd92396-7128-c4fd-9239-671294762070	Vubiz	Comment apprennent les adultes?	52c3ce97-c3b9-f6f4-2dd7-007ff897fcaa
Facilitating a Training Course (FLASH - Retired)	4f887da5-c32c-04f8-87da-5c32c7000604	Video Arts	One-To-One Training	822fec23-bd2c-6b54-e964-e0464ad7abed

Facilitating a Training Course (US English) (FLASH - Retired)	fee8f3b8-067d-c204-91ca-b85f888b1829	Video Arts	One-To-One Training	822fec23-bd2c-6b54-e964-e0464ad7abed
Factores claves de la relación duradera (FLASH - Retired)	4f888f3a-d01d-d4f8-88f3-ad01e4701206	Cegos	Su cliente y usted: objetivo, preferencia	95086811-3ba4-d3c4-91ce-204d79cece09
Faire adhérer les managers au leadership (FLASH - Retired)	4f88791e-f3e4-54f8-8791-ef3e5c009503	<i>no language equivalent</i>		
Faire face aux pièges de la négociation commerciale (FLASH - Retired)	4f88768a-695f-d4f8-8768-a69603689132	Cegos	Mener le processus de négociation – Niveau 1	031f545c-a7e4-bd54-0df6-33a67bde404b
Faire progresser l'enthousiasme du client (FLASH - Retired)	4fd923d1-413d-04fd-923d-1413d4809571	Cegos	Votre Client Et Vous : Objectif Adhésion	3c6f4113-6bf2-cf44-7993-3da0a3576154
Fare squadra: individui, progetti, azioni (FLASH)	b2433214-b29b-4b54-3d62-1f8f77b75c9d	Cegos	Fare squadra: individui, progetti, azioni. Parte A.	7a040649-562c-6894-3d2b-d16333d91bdf
Fidelizar através da relação com o cliente (Brazilian Portuguese) (FLASH)	3f0a41b5-371e-bd44-b1d7-3cfdb9795ba4	Cegos	Fidelizar através da relação com o cliente (Brazilian Portuguese)	a1f35a91-96fb-8444-9187-84d21a37ad5f
Five Steps to Generating Website Traffic (FLASH - Retired)	4f887d4e-0e02-34f8-87d4-e0e02a655566	ej4	Digital Marketing: 09. Driving Traffic to Your Website	e612c58f-d731-8294-5518-fde35cf9dba2
Fomentar el entusiasmo del cliente (FLASH - Retired)	4f888f6b-5484-64f8-88f6-b5484e849922	Cegos	Su cliente y usted: objetivo, lealtad	94ffb973-c60a-6834-45c3-4b2d6f05d210
Four Steps to Increasing Website Loyalty (FLASH - Retired)	4f887d5a-ced3-94f8-87d5-aced40867669	ej4	Digital Marketing: 09. Driving Traffic to Your Website	e612c58f-d731-8294-5518-fde35cf9dba2
Fundamentos da gestão de projetos (Brazilian Portuguese) (FLASH)	df9436e2-1ea7-16d4-b150-72e0b45d7b0b	Cegos	Fundamentos da gestão de projetos. Parte A (Brazilian Portuguese)	9a2f7347-fcc5-79d4-312f-138f3726b3c6
			Fundamentos da gestão de projetos. Parte B (Brazilian Portuguese)	73b5dd52-6a31-6dd4-bdfe-aa2719d031a6
Fundamentos da inteligência emocional (FLASH -	413e61bf-d9b4-4cc4-7d58-ce6526596d8d	Cegos	Competências emocionais do gestor (Brazilian	6e684978-3936-5284-39b7-75a02c913b69

Retired)			Portuguese)	
Fundamentos da negociação comercial (FLASH - Retired)	54f1adb5-f7d8-c964-c127-d2e897402fcb	Cegos	Conduzir o processo negocial - nível 2	9999fd1c-04b6-b854-498a-571935b989ac
Gagner en cohérence grâce à la stratégie marketing (FLASH - Retired)	4f887a84-dcb5-e4f8-87a8-4dcb64413919	ej4	Marketing Strategy: 02. Developing a Strategy	4f0ca5ad-29cf-5304-c902-e0670bb880c7
Ganar coherencia con la estrategia de marketing (FLASH - Retired)	4f88939b-4596-74f8-8939-b4596d847709	Cegos	Liderar el cambio, La estrategia de los aliados. Parte A	8b7f888a-98b3-60b4-dd45-feaee88502f0
			Liderar el cambio, La estrategia de los aliados. Parte B	dd616477-0b05-18e4-e5ae-ea04bdbb3f59
Garantizar la intermediación comercial por teléfono (FLASH)	4f8889bc-8359-24f8-889b-c8359e129343	Mind Channel	Consejos de ventas: vender por teléfono	3865f32c-e828-3c44-5d5d-482956d669cd
Gardez la forme ! (FLASH - Retired)	4f887944-445b-c4f8-8794-4445c4852870	Cegos	Gérer Son Stress	5917ffbc-2aa4-02c4-51ae-b6182a225c55
Generar el éxito del cambio (FLASH)	325e2256-5500-b394-e5da-1b31878fc043	Video Arts	Change [subtitles]	80a73470-5641-0ed4-099d-951e8b56e652
Gerar entusiasmo no cliente (FLASH - Retired)	ff7c44a0-c90c-4ca4-5951-8211e90b1fec	Cegos	Relação cliente: conseguir o acordo	4e44a92d-469d-16c4-2194-72b975760b30
Gerenciando planos de ação em equipes (Brazilian Portuguese) (FLASH)	ef208a5c-4d16-7a34-d9ea-fedeb67dfec2	Cegos	Três alavancas essenciais para a cooperação	25d8e73a-d0b7-81d4-1151-9d553fdea39c
Gérer la carrière des seniors (FLASH - Retired)	4f8872aa-e35b-24f8-872a-ae35b7078849	ServiceSkills	What to Say When - Mentoring Series: Choc des générations	aeb82a49-9968-63e4-d1f1-7994e308149d
Gérer les situations difficiles de l'entretien annuel (FLASH - Retired)	4fd9242f-25c6-74fd-9242-f25c6d527614	VideoArts	Performance Reviews	97dfed90-02ff-34e4-a97b-366d02ff1fc0
Gerir a mudança: a rede de aliados (FLASH)	edf65153-fe18-4334-6151-15a35ea231fc	ej4	Ethics for Everyone	4d9270b3-796f-34d9-270b-3796f6284291
Gerir a mudança: criar uma visão do futuro (FLASH)	b3588c2b-b041-7474-91db-64169108f727	ej4	Effective Performance Reviews: 03. Handling a Bad Performance	af271be9-49de-d964-7dba-9b0ccd4d4a8f

			Review	
Gerir a mudança: identificar o seu perfil (FLASH)	ece43842-2ff3-d734-7970-9626a20d10d7	Intelley	Everyday Change Management	8528a6ff-9099-ae4-7df3-42d7ae576ff9
Gerir a mudança: processos e instrumentos (FLASH)	8e0eac2d-3515-e0a4-b903-4b51ae9a911c	ej4	Writing Clearly: 01. Active Versus Passive Voice	8684c76c-548d-a1e4-e1bf-71537091a7e5
Gerir o stress para ganhar tempo (FLASH - Retired)	45eed501-4e52-de44-1182-e097b31a5c67	Cegos	Estratégias para reduzir o nível de stresse	362b6ae8-22ed-c0d4-8d04-1ae2715d7a47
Gerir os riscos operacionais (FLASH)	967c8cc2-d8f4-7da4-e598-ebd2a268e1f2	Cegos	Prever os riscos dos projetos - Parte A	f7d81ac3-c6a7-e814-210a-f771794244ca
Gestão do tempo: defina as suas prioridades (Brazilian Portuguese) (FLASH)	9ec05294-0613-5344-e104-a3dcc6c41a45	Cegos	Gestão do tempo: defina as suas prioridades (Brazilian Portuguese)	64fceccf-feed-e914-a114-909684405114
Gestionar en equipo los planes de acción (FLASH - Retired)	4f88948e-9bb8-e4f8-8948-e9bb9e846127	Cegos	Disño y gestión de un plan de acción efectivo	6f3c4e01-32eb-a5a4-b5ec-63433ccf022b
Gestionar la carrera de los seniors (FLASH - Retired)	4f888b36-8392-b4f8-88b3-683932895770	Cegos	Habilidades situacionales como mando	0c6c7174-50df-3164-f18c-22b52ccde95d
Gestionar los riesgos de un proyecto (FLASH - Retired)	4f888ece-d8f9-c4f8-88ec-ed8fa4037198	Cegos	Anticipar los riesgos de un proyecto PARTE A	2f563e26-3de3-74e4-bd5f-fe6899d1ea75
			Anticipar los riesgos de un proyecto PARTE B	278be553-3118-e0d4-6902-d3b55f3e19a7
Gestionar los seniors (FLASH - Retired)	4f888b47-923b-44f8-88b4-7923ba585257	<i>no language equivalent</i>		
Gestire i ladri di tempo (FLASH)	5ac64e8c-c14c-8cc4-6511-e802f06fd0c4	Cegos	Gestire i ladri di tempo. Parte A.	8176b882-580a-fc54-1598-2f22fe067bf9
			Gestire i ladri di tempo. Parte B.	4ebafe22-f1b0-ae44-2d83-153f1a6af700
Gestire la comunicazione multimediale (FLASH - Retired)	4f88a80f-c4a9-34f8-8a80-fc4a9a320682	Cegos	Le 3 strade per una comunicazione efficace	30f28578-cef0-28c4-f5e9-1e8130d28dbe
Gli stili di management (FLASH)	16452f50-25ed-f954-e5fc-7d78137e4c71	Cegos	Gli stili di management	e58ee4b9-d8ed-2ed4-c527-d5a18f944775
Guiar la actividad comercial en un contexto inestable	4f889056-61f0-b4f8-8905-661f18421228	Cegos	Liderar el cambio, La estrategia de los aliados. Parte A	8b7f888a-98b3-60b4-dd45-feaee88502f0

(FLASH - Retired)			Liderar el cambio, La estrategia de los aliados. Parte B	dd616477-0b05-18e4-e5ae-ea04bdbb3f59
Handle Tricky Training Situations (FLASH - Retired)	4f887d97-b6f6-c4f8-87d9-7b6f72492786	Cegos	Public Speaking: Managing the Q&A	6aec4be6-d6e2-73f4-cd53-dcd657bc3d2a
How to Carry out a Financial Analysis (FLASH - Retired)	4f888539-deb6-94f8-8853-9deb73587147	Video Arts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
How to Write an Effective E-mail (FLASH - Retired)	4f887ef0-034f-d4f8-87ef-003503085757	Vubiz	Writing Effective E-mails	4f1f50ba-3ff6-24f1-f50b-a3ff6b629979
I 4 punti chiave per fidelizzare gli utenti del proprio sito (FLASH - Retired)	4f88a0be-ed66-24f8-8a0b-eed668263986	Cegos	Rapporto col cliente: obiettivo fidelizzazione	26ef4ae3-e05a-0ae4-3144-813984df9ec9
I quattro segreti per sviluppare la propria autostima (FLASH - Retired)	4f88a0de-3b6e-44f8-8a0d-e3b6e9497425	Cegos	Identificare il proprio stile di comunicazione	91f85a4b-e30a-8c14-5dc1-3560360fa423
Identificar a sua contribuição para a criação de valor (FLASH - Retired)	c55204c6-f55d-6664-3db7-e96a7d5633e1	ej4	Presentation Skills: 07. Creating slides	2d5356bc-2d4d-cf94-f96b-c68507da44e9
Identificar los desafíos del plan de negocio (account business plan) (FLASH - Retired)	4f889480-4d98-34f8-8948-04d988715218	Cegos	Disño y gestión de un plan de acción efectivo	6f3c4e01-32eb-a5a4-b5ec-63433ccf022b
Identifier les enjeux de l'Account Business Plan (FLASH - Retired)	4f887b30-2339-f4f8-87b3-0233a7523707	Cegos	Préparez-vous à une négociation gagnant-gagnant	6be73235-bf21-4514-c107-bc3514c11b06
Identify the Stakes of the Account Business Plan (FLASH - Retired)	4f888748-465d-f4f8-8874-8465e4829869	Video Arts	Control and Close	68fcbac5-0b68-eb54-d101-3bb499c35cfb
Impact personnel et charisme du leader (FLASH - Retired)	4f88792b-bc04-84f8-8792-bbc05a949278	Cegos	Les 3 Piliers De L'Excellence Interpersonnelle (European French)	5ecfe354-af06-d8e4-c101-62fb2103e9e3
Impacto personal y carisma del líder (FLASH - Retired)	4f88921e-804b-f4f8-8921-e804c6081368	Cegos	Tres pilares de la excelencia interpersonal	072de8cf-a76d-ace4-e5af-aa69f6d5e688
Imponerse en la negociación comercial (FLASH - Retired)	4f888fe8-874e-d4f8-88fe-887500855113	Cegos	Dirigiendo el proceso de negociación – Nivel 2 (European Spanish)	3d8d741e-a444-5844-4139-84af79c3a046

Incoraggiare e sostenere la motivazione (FLASH)	5b68e472-f21c-be14-2169-debd0dadbf50	Cegos	Incoraggiare e sostenere la motivazione	0d6ae790-d5db-f174-3533-eef6bbb8f2f
Innovation, l'affaire de tous! (FLASH - Retired)	4f8873f5-b8da-e4f8-873f-5b8db5868532	Vubiz	Créativité et innovation en milieu de travail	6b109345-4fd5-5544-e123-e55b8e6beace
Innovation: A Goal for All! (FLASH - Retired)	4f887f58-7435-f4f8-87f5-874366441426	Video Arts	Creativity & Innovation	d0e2294f-bbb8-7264-39b5-2e3b8ee6b9f4
Installer durablement l'estime de soi (FLASH - Retired)	4fd92391-a46b-d4fd-9239-1a46c3251061	ej4	Building Confidence	8dd46505-5e28-4f54-e57b-03dc374d8e3e
Instaurer le leadership dans les meilleures conditions (FLASH - Retired)	4fd92401-a3d0-84fd-9240-1a3d0e235753	Cegos	Réussir Sa Première Fonction De Manager. Part. A	603fc3ea-7a97-6874-21c5-20305823a973
			Réussir Sa Première Fonction De Manager. Part. B	b7c577f5-911f-29c4-85c1-065f4e3cf972
Introduction à l'intelligence émotionnelle (FLASH - Retired)	4f886fba-bf68-44f8-86fb-abf68b641229	Vubiz	Introduction à l'intelligence émotionnelle	824cf026-f899-1c74-9128-49822db423ac
L'agilité comportementale du manager (FLASH - Retired)	4f887887-9129-f4f8-8788-7912a4216238	Cegos	Les Compétences Situationnelles Du Manager	3f3b437b-4759-f9f4-ed1c-a7aedef664642
L'analisi sistemica a supporto del manager (FLASH)	a99acaff-eaa5-3fe4-a91d-739b9e2e4f5f	Cegos	L'analisi sistemica a supporto del manager	720fb815-75f4-0174-dd42-be866fcb9d9d
L'essentiel des normes IFRS (FLASH - Retired)	4f887523-6ea5-84f8-8752-36ea62106824	ej4	Principles of Accounting: 01. Principles of Accounting	c845053a-ed1e-6744-c565-fa45ad7c07de
L'impact des émotions en situation d'achats (FLASH - Retired)	4f8876d1-c8f3-34f8-876d-1c8f3a309485	Cegos	Gérer les émotions au sein de son équipe. Part. A	5225ead6-5e44-b2c4-1199-d7bd89fcb3e1
			Gérer les émotions au sein de son équipe. Part. B	652df0e4-f0a9-ae24-9dd2-4a5e2f076f70
La evaluación del desempeño y el plan de desarrollo (FLASH - Retired)	4f889529-21f2-64f8-8952-921f2d887106	Cegos	Disño y gestión de un plan de acción efectivo	6f3c4e01-32eb-a5a4-b5ec-63433ccf022b
La flessibilità comportamentale del manager (FLASH - Retired)	b5028a6d-30c8-f4a4-596a-065376784fcf	Cegos	L'analisi sistemica a supporto del manager	720fb815-75f4-0174-dd42-be866fcb9d9d

La innovación es de todos (FLASH - Retired)	4f888c8d-8429-44f8-88c8-d8429d692461	Video Arts	Creativity & Innovation [subtitles]	d0e2294f-bbb8-7264-39b5-2e3b8ee6b9f4
La lógica del rendimiento financiero (FLASH - Retired)	4f888d9c-5f03-c4f8-88d9-c5f042215775	ej4 - eLearning for Business	Cash Flow Management: 04. How to Read Cash Flow Statements	d34f2716-bf99-6ef4-1da1-3fb74764ee7b
La logique de la performance financière (FLASH - Retired)	4f88749e-7697-d4f8-8749-e76998761169	ej4 - eLearning for Business	Cash Flow Management: 04. How to Read Cash Flow Statements	d34f2716-bf99-6ef4-1da1-3fb74764ee7b
La maîtrise des risques opérationnels (FLASH - Retired)	4f8874d2-4665-84f8-874d-24665f825093	ej4	Risk Management Basics: 03. Risk Management Techniques	8b26852a-97bf-52d4-cd72-b772c14fa05d
La réclamation dans la relation client durable (FLASH - Retired)	4f88763b-21d8-f4f8-8763-b21d96467889	Cegos	Votre Client Et Vous : Objectif Préférence	d718b1c0-c34c-a834-3dd6-76335da6dc30
La stratégie de communication (FLASH - Retired)	4f8872fd-7ad0-44f8-872f-d7ad0c798573	Cegos	Convaincre avec une offre gagnante	a9919750-c10b-8af4-31ab-e2af8702da9b
La vendita per manager non commerciali (FLASH)	4f88a473-5f17-a4f8-8a47-35f181246979	Video Arts	Service for Sales [subtitles]	99888725-93c3-e0b4-990b-e000c2c1eb5c
La visión estratégica y la gestión de las actividades (FLASH)	4f888dc9-99d0-84f8-88dc-999d0f345684	Cegos	Tener éxito como nuevo mando PARTE A	13840d3d-ec9c-a154-c175-256e53d5f5fb
			Tener éxito como nuevo mando PARTE B	81c69af5-6082-a394-191d-738f00d6d1c9
Las claves de la comunicación en la dirección transversal (FLASH - Retired)	4f889320-9b70-04f8-8932-09b70c631947	Cegos	3 caminos hacia la buena comunicación	eb5431bb-621b-1ed4-fd6a-0f912991694e
Las redes de influencia del manager transversal (FLASH)	4f8892ff-d764-34f8-892f-fd764b019071	Mind Channel	Habilidades de influencia (Spanish)	b9535196-e5cb-e4d4-41bb-8cfaeb34472f
Launch a New Product Successfully (FLASH - Retired)	4f8886c0-894b-04f8-886c-0894b7450450	ej4	Selling Skills Basics: 08. Selling in New Products	4d937d5f-e8c2-b4d9-37d5-fe8c2f880738
Le competenze relazionali del manager (FLASH)	18a925cc-2e20-eab4-8130-33e91e1b75ff	Cegos	Le competenze relazionali del manager. Parte A.	1d26caec-1945-6054-6d27-999e8d9e1305
			Le competenze relazionali del	4ef2ec7c-4ab9-8404-91b8-fc7b92c900d

			manager. Parte B.	0
Le contexte de la négociation commerciale (FLASH - Retired)	4f887655-1fc3-a4f8-8765-51fc42102135	Cegos	Mener le processus de négociation – Niveau 2	031f545c-a7e4-bd54-0df6-33a67bde404b
Le diagnostic situationnel de la négociation d'achats (FLASH - Retired)	4fd923eb-a3d1-b4fd-923e-ba3d23712273	Cegos	Mener le processus de négociation – Niveau 3	82551ed5-2f16-7064-11d6-043c20df8b0
Le diagnostic SWOT (FLASH - Retired)	4fd923ac-ec23-04fd-923a-cec236533700	ej4	Building a Business Case: 07. Gathering Data: SWOT Analysis [subtitles]	7b9bb53d-d92b-c194-dd83-5830bc0f7c5e
Le manager communicant (FLASH - Retired)	4f8878d1-290e-b4f8-878d-1290f5211797	Cegos	Susciter Et Entretenir La Motivation	7d361c21-de1f-9df4-8998-2925625b6ecc
Le plan marketing (FLASH - Retired)	4f8872e3-670d-54f8-872e-3670db476735	ej4	Lead Development: 02. The Marketing Link [subtitles]	12521103-6a98-1434-85c1-0ab98d2160b0
Le rôle du manager dans la relation client durable (FLASH - Retired)	4fd923ce-cc69-24fd-923c-ecc699757563	Cegos	Votre Client Et Vous : Objectif Préférence	d718b1c0-c34c-a834-3dd6-76335da6dc30
Lead an International Marketing Community (FLASH - Retired)	4f888689-8d07-d4f8-8868-98d083800351	Vado	Building Trust with Remote Teams	606e9ad8-1ce6-e404-290f-c80825c90af6
Ler depressa e bem (FLASH - Retired)	4950285d-9391-3d64-1533-5c158943f214	ej4	Finance as a Tool: 01. Evaluating Costs	1fbddbcd-93d2-aca4-8976-d4b6c747a6c2
Les 5 clés pour générer du trafic sur son site web (FLASH)	4f8871d8-c575-e4f8-871d-8c5766515954	ej4	Digital Marketing: 09. Driving Traffic to Your Website [subtitles]	e612c58f-d731-8294-5518-fde35cf9dba2
Les 5 leviers de création de leaders (FLASH - Retired)	4f887939-9c3e-44f8-8793-99c3eb251801	Cegos	Réussir Sa Première Fonction De Manager. Part. A	603fc3ea-7a97-6874-21c5-20305823a973
			Réussir Sa Première Fonction De Manager. Part. B	b7c577f5-911f-29c4-85c1-065f4e3cf972
Les 6 types de personnalité en Process Com® (FLASH - Retired)	4f88774a-c74e-34f8-8774-ac74e9072950	Vubiz	Communiquer au travail	fe21b738-6f3e-8614-0938-3675c8e60bd2
Les clés de la communication du manager transversal	4f887a1e-9e17-84f8-87a1-e9e180377528	Cegos	S'adapter à l'autre pour mieux communiquer. Part.	22acc42e-7efd-cb54-096a-4dd3566f4705

(FLASH - Retired)			A	
			S'adapter à l'autre pour mieux communiquer. Part. B	1a8d7a05-55ec-7c34-c965-1c645991bc81
Les clés de la communication par téléphone (FLASH - Retired)	4f886f69-95c4-d4f8-86f6-995c54359452	Vubiz	Les techniques de communication par téléphone	07c5fe44-a630-16c4-799c-ad9dbb999f35
Les compétences situationnelles du manager (FLASH)	4f88782a-3fb0-d4f8-8782-a3fb16109939	Cegos	Les Compétences Situationnelles Du Manager	3f3b437b-4759-f9f4-ed1c-a7aedf664642
Les conflits en situation d'achats (FLASH - Retired)	4fd923e6-bc3a-24fd-923e-6bc3aa664404	<i>no language equivalent</i>		
Les facteurs clés d'une relation client durable (FLASH - Retired)	4f887617-4b5b-04f8-8761-74b5b7123517	Cegos	Votre Client Et Vous : Objectif Préférence	d718b1c0-c34c-a834-3dd6-76335da6dc30
Les modes d'apprentissage de l'adulte (FLASH - Retired)	4f887277-865e-f4f8-8727-7865f4306618	ej4	Learning Styles: Develop Your Learning	843ec440-447b-9984-5dac-6701cd2e9a23
Les techniques rédactionnelles (FLASH - Retired)	4f887388-ce52-b4f8-8738-8ce536680026	<i>no language equivalent</i>		
Lever les 5 obstacles majeurs à votre efficacité (FLASH)	4fd92423-ac0e-64fd-9242-3ac0ec317976	mindchannel	Établir des objectifs SMART	820426cc-8af9-a424-a1f1-5af3090a24f6
Liderar el cambio: identificar su perfil (FLASH)	a3707efa-d19f-b664-d1dd-2476409aec64	Cegos	Liderar el cambio, La estrategia de los aliados. Parte A	8b7f888a-98b3-60b4-dd45-feaee88502f0
			Liderar el cambio, La estrategia de los aliados. Parte B	dd616477-0b05-18e4-e5ae-ea04bdbb3f59
Liderar el cambio: La estrategia de los aliados (FLASH)	72f67787-ae6c-6c84-956d-0dd4687965dd	Cegos	Liderar el cambio, La estrategia de los aliados. Parte A	8b7f888a-98b3-60b4-dd45-feaee88502f0
			Liderar el cambio, La estrategia de los aliados. Parte B	dd616477-0b05-18e4-e5ae-ea04bdbb3f59
Liderar el cambio: pasos y herramientas (FLASH)	95b42be5-6c00-3404-d99f-3a2cbb1230cf	Cegos	Liderar el cambio, La estrategia de los aliados. Parte A	8b7f888a-98b3-60b4-dd45-feaee88502f0
			Liderar el cambio, La estrategia de los aliados. Parte B	dd616477-0b05-18e4-e5ae-ea04bdbb3f59

Liderar el cambio: visión de futuro (FLASH)	05a0858a-31ab-f3a4-c111-2879d991a237	Cegos	Tener éxito como nuevo mando PARTE A	13840d3d-ec9c-a154-c175-256e53d5f5fb
			Tener éxito como nuevo mando PARTE B	81c69af5-6082-a394-191d-738f00d6d1c9
Lire vite et retenir l'essentiel (FLASH - Retired)	4f8873b5-520c-a4f8-873b-5520d0019495	no language equivalent		
Lobby Strategy of the Cross-Functional Manager (FLASH - Retired)	4f8885d9-88e8-c4f8-885d-988e92442996	Cegos	The Relationship Skills Of The Manager Part A	16036217-2eb1-4144-b9e0-0e1b118562ce
			The Relationship Skills Of The Manager Part B	96ea3cbf-f3a0-5d34-ddbd-354d80cbc88b
Los 5 mecanismos de creación de líderes (FLASH - Retired)	4f88922f-45dd-74f8-8922-f45de2392572	Cegos	Tener éxito como nuevo mando PARTE A	13840d3d-ec9c-a154-c175-256e53d5f5fb
			Tener éxito como nuevo mando PARTE B	81c69af5-6082-a394-191d-738f00d6d1c9
Los 5 secretos de las personas creativas (FLASH - Retired)	4f889251-9163-a4f8-8925-191642069334	Cegos	Resolución de problemas: Herramientas y métodos PARTE A	5abd34fc-ca30-b364-1923-897a28c5d854
			Resolución de problemas: Herramientas y métodos PARTE B	63aa1276-6979-44d4-d94a-902cc9641c7e
Maîtriser la « cyber communication » (FLASH - Retired)	4f887b9e-e7d9-64f8-87b9-ee7d9c637873	Cegos	S'adapter à l'autre pour mieux communiquer. Part. A	22acc42e-7efd-cb54-096a-4dd3566f4705
			S'adapter à l'autre pour mieux communiquer. Part. B	1a8d7a05-55ec-7c34-c965-1c645991bc81
Maîtriser ses émotions (FLASH)	4f887a76-583e-e4f8-87a7-6583f5603368	Cegos	Maîtriser Ses Émotions	cdaf2a8e-1d56-0e34-954f-a70ccd061777
Manage Operational Risks (FLASH - Retired)	4f888047-b82f-54f8-804-7b82fa272084	Vubiz	Risk Management and Your Organization	7599f05e-e21b-b0d4-b9e5-8974398faca0
Manage Sales Activity Through Uncertainty and Change (FLASH - Retired)	4f88827a-2477-44f8-8827-a2477d979590	Vubiz	Sales: Team Effectiveness	5050cd92-5210-3505-0cd9-252106379528

Manage Sales People's Sensibility to Build Loyalty (FLASH - Retired)	4f8886f8-d5b4-84f8-886f-8d5b5d847736	ej4	Sales Relationships: 01. Establishing Credibility	1716428c-605c-7594-850e-2b04ca93691d
Manage the Unexpected When Building Loyalty (FLASH - Retired)	4f888718-93c5-e4f8-8871-893c64473950	Video Arts	After Sales	912296bc-e718-8dd4-819f-b0406e7f6545
Manage Your Sales Team Through Uncertainty and Change (FLASH - Retired)	4f88826c-5a23-64f8-8826-c5a23c810996	Vubiz	Sales: Team Effectiveness	5050cd92-5210-3505-0cd9-252106379528
Manager di nuova nomina: avere successo da subito (FLASH)	4f88a5d4-dc73-c4f8-8a5d-4dc745204824	Cegos	Manager di nuova nomina: avere successo da subito. Parte A.	98020be6-6666-9fc4-79f2-fd7c17f692d9
			Manager di nuova nomina: avere successo da subito. Parte B.	e27b858d-2ed2-47f4-79b5-8af2d5f7ccff
Manager en équipe vos plans d'action (FLASH - Retired)	4f887b40-46ab-c4f8-87b4-046ac2292614	Cegos	Construire et piloter un plan d'action	90951fb5-9e89-2c94-c950-8c8ce3cbada3
Manager l'affect du commercial pour le fidéliser (FLASH - Retired)	4f887ae6-9aa8-c4f8-87ae-69aa93479124	mindchann el	Les bases de la vente et du service client	836d79f7-e569-7c54-19d7-436fcf2092e7
Manager le changement : créer la vision du futur (FLASH - Retired)	4f8874f9-9081-b4f8-874f-990820499530	Cegos	Construire et partager le sens du changement	43d01280-f781-f744-e558-8afd86cbf0e2
Manager le changement: démarche et outils (FLASH - Retired)	4f8874ea-dea7-44f8-874e-adea7c071512	Vubiz	Vivre les changements en milieu de travail	8d05390e-ba39-c0b4-31e3-7e381eb4a923
Manager le changement: identifier son profil (FLASH)	4f8874de-b040-14f8-874d-eb0407702381	<i>no language equivalent</i>		
Manager le changement: la stratégie des alliés (FLASH)	4f887505-33bc-d4f8-8750-533bd3868427	Cegos	Construire et partager le sens du changement	43d01280-f781-f744-e558-8afd86cbf0e2
Manager ses collaborateurs seniors (FLASH - Retired)	4f8872b9-81f8-74f8-872b-981f90878440	ej4	Managing Different Generations	4d926403-4981-14d9-2640-349815795081

Managers, cadres, négociez au quotidien (FLASH - Retired)	4f887850-22e3-04f8-8785-022e37753826	Cegos	Établir Des Relations Gagnantes Avec Son Équipe. Part. A	6128f539-7666-8664-71f8-426c11eeb8b3
			Établir Des Relations Gagnantes Avec Son Équipe. Part. B	ef6855c4-05a7-86c4-798b-4f773530e114
Mandos: negociar en el día a día (FLASH - Retired)	4f8891a0-0949-44f8-891a-0094a0310362	Cegos	Establecer relaciones mutuamente beneficiosas con el equipo PARTE A	72945596-d0ab-88c4-e17b-34a9253f97aa
			Établir Des Relations Gagnantes Avec Son Équipe. Part. B	ef6855c4-05a7-86c4-798b-4f773530e114
Manejo de situaciones difíciles (FLASH)	59cb1329-795a-0f04-a51a-54d59cc8db6f	Cegos	Cómo dar respuesta a las preguntas difíciles	47175801-cf45-d3c4-3949-e9502e5d456c
Master 'Cyber Communications' (FLASH - Retired)	4f8887cf-7104-64f8-87c-f7104a713306	Enspark	Business Email Etiquette	50e1fd98-1251-e50e-1fd9-812527966614
Métodos para el aprendizaje en adultos (FLASH - Retired)	3946e517-5f73-7254-19cc-0e5fc778f8af	ej4	Learning Styles: Develop Your Learning	843ec440-447b-9984-5dac-6701cd2e9a23
Missão e atitudes do gestor comercial bem sucedido (FLASH - Retired)	433f810c-2b29-7c04-31ef-09a991d0fdb4	Cegos	Encorajar e manter a motivação da equipa	57c76ace-27fe-0db4-b582-7fa621316f8d
Missions et enjeux du Key Account Manager (FLASH - Retired)	4f887b12-198f-24f8-87b1-2198fb242615	ej4	Managing Enterprise Accounts: Customer Lifetime Value	e33917a3-aa6d-b874-7123-ff0d9a0879ab
Monitor and Minimise Risks (FLASH - Retired)	4f888127-5bf6-54f8-8812-75bf6e743612	Cegos	Anticipating Project Risks Part A	0758bf87-d61b-fa34-6102-1867c63bec3f
			Anticipating Project Risks Part B	89045815-3c48-6e14-29ee-d6bb90bbeedb
Motivar a equipa comercial para a ação (FLASH - Retired)	3526b960-da5a-9074-717d-a8c475942550	Cegos	Encorajar e manter a motivação da equipa	57c76ace-27fe-0db4-b582-7fa621316f8d
Motivar y movilizar a los comerciales (FLASH)	4f88907a-ca0a-94f8-8907-aca0b3251698	Cegos	Promover y mantener la motivación	53ecee52-9e13-29d4-45cb-0c2c7532e12b

Motivate Your Sales Team for Action (FLASH - Retired)	4f88829a-8e0e-b4f8-8829-a8e0fe388080	ej4	Territory Management: 05. Managing Your Sales Pipeline	d04eca65-f110-5a34-31dd-1b4e74218d5f
Negociação comercial: lidar com as armadilhas (FLASH - Retired)	93e556f0-361e-5374-755a-ad1554b6438e	Cegos	Conduzir o processo negocial - nível 1	70fa535f-de6a-a314-993a-0287e9c468de
Negociação comercial: ser assertivo (FLASH - Retired)	d106d925-e0b0-2574-2d7a-7320db6612ce	Cegos	Conduzir o processo negocial - nível 2	9999fd1c-04b6-b854-498a-571935b989ac
Négociation pour cadres non commerciaux (FLASH)	4f8876b4-44bf-94f8-876b-444bff280475	Cegos	Préparez-vous à une négociation gagnant-gagnant	6be73235-bf21-4514-c107-bc3514c11b06
Non-Verbal Communication and Synergology® (UK Version) (FLASH - Retired)	4f8887a6-3b4b-54f8-887a-63b4bc212099	Vado	Nonverbal Communication	4fa1be66-1a67-64fa-1be6-61a716951907
O marketing mix (FLASH - Retired)	d1e4016f-f02e-c354-3d03-e44a9b09f2db	ej4	Lead Development: 02. The Marketing Link [subtitles]	12521103-6a98-1434-85c1-0ab98d2160b0
O papel da ética e da integridade na avaliação (FLASH - Retired)	1f76aa1d-17f7-8f34-f5cf-8a7e138c4e16	Cegos	Três ferramentas facilitadoras da comunicação interpessoal	1c1be219-5dd1-5214-8dec-29f0a935b9b4
O papel do gestor na relação duradoura com o cliente (FLASH - Retired)	7d13acd1-c099-7a44-99c6-61f3cc33ffe5	Cegos	Fidelizar através da relação com o cliente	a7251b6d-76e7-84f4-2db1-b7c5f6587430
O plano de marketing (FLASH - Retired)	1c79d96b-754c-13c4-b5f7-7ad422102eb0	ej4	Lead Development: 02. The Marketing Link [subtitles]	12521103-6a98-1434-85c1-0ab98d2160b0
O processo de marketing (FLASH - Retired)	25729776-456c-76b4-b105-00b25d275625	ej4	Marketing Strategy: 02. Developing a Strategy [subtitles]	4f0ca5ad-29cf-5304-c902-e0670bb880c7
O sucesso da comunicação telefónica (FLASH - Retired)	1d19c973-78f1-2544-a15a-83c7a81a14da	Cegos	Três ferramentas facilitadoras da comunicação interpessoal	1c1be219-5dd1-5214-8dec-29f0a935b9b4
Online-Kommunikation beherrschen (FLASH - Retired)	4f88ae52-284e-74f8-8ae5-2284ed599285	Cegos	Anpassung an andere Menschen, um effektiver zu kommunizieren: Teil A	9c1fc4e6-621b-bef4-912c-95f1ad54b8ed
			Anpassung an	3562eaff-7f47-c474-

			andere Menschen, um effektiver zu kommunizieren: Teil B	1551-aa92c6ef2f4f
Optimiser coûts et délais par la valeur acquise (FLASH - Retired)	4f887599-2765-34f8-8759-92765b333554	Cegos	Anticiper Les Risques D'Un Projet. Part B	d82d6a85-f4e3-bae4-c975-7055feae1414
Optimizar costes y plazos por el método del valor ganado (FLASH - Retired)	4f888e96-a3e7-74f8-88e9-6a3e7e526066	no language equivalent		
Orientar as ações individuais e da equipa (FLASH)	30c5aaba-78e6-4d84-3903-086e6f4c066e	Cegos	Orientar as ações individuais e da equipa - Parte A	2c389cce-6204-a4a4-fd98-76de1c3a65f8
			Equipe de orientação e ações individuais Parte B	11946c84-9eb3-17c4-c15e-15ce0ed2cfe5
Orienter l'action individuelle et collective (FLASH)	4f887894-7b31-f4f8-8789-47b326162339	Cegos	Orienter l'action individuelle et collective. Part. A	8680532f-d71c-7544-d918-ebe63ffdc020
			Orienter l'action individuelle et collective. Part. B	54b374cd-62ed-9e24-19cd-8d8971f949ff
Os cinco critérios de excelência dos líderes (FLASH)	2e411747-4cb1-5744-29c1-00930f08c7d1	Cegos	Ter êxito nos primeiros passos como gestor. Parte A	030780be-be5f-6a14-9944-f3a577bfe227
			Ter êxito nos primeiros passos como gestor. Parte B	404011ff-b9a8-cb34-35ea-ad2ad71dae0a
Os estilos de gestão (FLASH)	344c99fe-09e5-0744-093a-5c8e452981b3	Cegos	Os estilos de gestão	d549b6bf-3b05-4cd4-9d64-92616bafd7c3
Outils et méthodes de résolution de problèmes (FLASH)	4f88711d-6f85-34f8-8711-d6f85b367013	Cegos	Outils et méthodes de résolution de problèmes. Part. A	10510ccc-8319-93d4-556a-0c3f0ce5f285
			Outils et méthodes de résolution de problèmes. Part. B	036134b0-6b53-96b4-e144-abccc5621748
Overview of Best Practices in Wage Policy (FLASH - Retired)	4f8886d2-9cd4-04f8-886d-29cd48193091	no language equivalent		
Panorama des meilleures pratiques	4fd9241f-6f04-94fd-9241-f6f051819771	ej4	Equal Pay Act for Employees	2d1348b6-9b70-ebd4-7de1-407eb6f648

de rémunération (FLASH - Retired)				53
Parlare in pubblico (FLASH - Retired)	4f88a168-88f0-04f8-8a16-888f06282116	Cegos	Public speaking: gestire domande e risposte	df621c3a-dfd8-1c94-3d37-e16db53a2af1
Planes de marketing estratégicos (FLASH - Retired)	4f888aac-18c3-d4f8-88aa-c18c43863628	ej4	Marketing Strategy: 01. What is a Marketing Strategy? [subtitles]	68150457-aa6f-4fc4-4d33-397623a029af
Ponerse en el lugar del cliente (FLASH - Retired)	4f88908a-3476-34f8-8908-a3476a742713	ej4	Uncovering Customer Needs [subtitles]	b1ac3dc8-360c-7c04-75d6-e13ac5fb424f
Prácticas de liderazgo a seguir y prácticas a evitar (FLASH - Retired)	4f8891eb-a559-94f8-891e-ba55a0893099	Cegos	Los estilos de gestión	8f8cd7d6-7194-f2b4-d100-9fd7ef0a5c91
Preparar as negociações comerciais (FLASH - Retired)	521742ef-1bf4-6bd4-6135-e1c8825abadd	Cegos	Conduzir o processo negocial - nível 3	c702c8f1-7ed6-c5f4-c524-1defbe17ad4f
Preparar e Estruturar uma Apresentação Oral (Brazilian Portuguese) (FLASH)	be9c2d5a-8ae3-30d4-5176-d8f9ce09fa6a	Mind Channel	Habilidades de apresentação	9c947e17-d5f5-3224-0533-c5003c2c26bf
Preparar la venta para lograr el éxito compartido (FLASH - Retired)	4f88909c-ae88-24f8-8909-cae889129064	Cegos	Preparando una negociación Ganar-Ganar	c082da18-29a6-6c84-2108-3ba92a7f5ddf
Preparar las negociaciones comerciales (FLASH - Retired)	4f888fb6-61a3-74f8-88fb-661a3d361591	Cegos	Dirigiendo el proceso de negociación – Nivel 3 (European Spanish version)	8583bf7a-5dc0-26e4-eda9-e493d62b0e55
Preparar o êxito partilhado (FLASH - Retired)	007ae462-347f-ec14-35da-234c803eaa09	Cegos	Preparar uma negociação ganhar-ganhar	5e16e838-c790-6a64-0daa-ff1b5388c7c6
Preparar uma comunicação para um grupo (FLASH - Retired)	85057418-2bdd-8074-9938-0f945ee50690	ej4 - eLearning for Business	Building a Business Case: 10. Telling the Story: Presentation	77df1de0-67ae-36c4-35d4-57774a63fd5
Preparar y estructurar una presentación oral (FLASH - Retired)	4f888c13-b80d-44f8-88c1-3b80de207574	Mind Channel	Herramientas de presentación	f081dc3e-a81b-71f4-9d1b-fce61816b96e
Préparer ses négociations commerciales (FLASH - Retired)	4fd923d4-9922-f4fd-923d-499235076521	Cegos	Mener le processus de négociation – Niveau 3	82551ed5-2f16-7064-11d6-043c20fdf8b0

Present Your Offer With Passion (FLASH - Retired)	4f8882da-0ade-d4f8-882d-a0adf2626869	Cegos	Convincing Customers with a Winning Offer	e3a1dfad-c32a-e614-8552-b75637abeeab
Presentar su oferta con pasión (FLASH)	4f8890bf-292b-a4f8-890b-f292c0623539	Mind Channel	Ventas: ABC = Siempre sé concluyente	0bdfaea8-5e7e-ec94-6d9a-edc68e1259e2
Prevenir el acoso moral en la empresa (FLASH - Retired)	4f888bb2-f0d3-e4f8-88bb-2f0d45385639	Vado	Prevención de la discriminación y el acoso: Empleados	da4743f9-9863-1284-91cb-33edb6474b1f
Prevent Harassment in the Workplace (FLASH - Retired)	4f887ebc-b9d4-54f8-87eb-cb9d4f624366	Syntrio	Preventing Workplace Harassment for Employees	4e543ebe-e7aa-84e5-43eb-ee7aad847932
Prever os riscos dos projetos (Brazilian Portuguese) (FLASH)	13ca8237-6e74-85d4-e994-f1c81fab9f57	Cegos	Prever os riscos do projeto. Parte A (Brazilian Portuguese)	6ef98402-102d-2324-2178-13325d9ea750
			Prever os riscos do projeto. Parte B (Brazilian Portuguese)	b204e020-c4e7-6884-09d7-6f00a7bc00b0
Prever os riscos dos projetos (FLASH)	bea5cd7c-e288-b3e4-adbc-fa45600801d1	Cegos	Prever os riscos dos projetos - Parte A	f7d81ac3-c6a7-e814-210a-f771794244ca
Procesos de compras (FLASH - Retired)	4f888cf5-463a-b4f8-88cf-5463ba629873	Cegos	Establecer el presupuesto del proyecto PARTE A	bd0582e2-b279-1e94-6522-2ac05babb303
			Establecer el presupuesto del proyecto PARTE B	8ef63844-2550-aa54-85d1-eeee1c0e376d
Produzir uma Apresentação Eficiente (Brazilian Portuguese) (FLASH)	de454ab9-52dc-5464-29e2-eabf166b90b4	Mind Channel	Habilidades de apresentação	9c947e17-d5f5-3224-0533-c5003c2c26bf
Promociones (FLASH - Retired)	4f888acc-7ee5-d4f8-88ac-c7ee67922521	ej4	Digital Marketing: 05. Content Marketing [subtitles]	18df1506-5586-96e4-cda6-a4cc77c0e998
Promotions (FLASH - Retired)	4f887d40-4994-84f8-87d4-049953860361	ej4	Digital Marketing: 05. Content Marketing	18df1506-5586-96e4-cda6-a4cc77c0e998
Provide Sales Support by Telephone (FLASH - Retired)	4f887c75-7f82-44f8-87c7-57f82a847033	Vubiz	Sales: Telephone Skills	5050cdb5-333e-4505-0cdb-5333e9241841
Purchase Project: Cost Analysis (FLASH - Retired)	4f887fb7-337d-d4f8-87fb-7337e4648526	ej4	Specialized Math: 06. Calculating Production Costs	49396596-6322-aa34-4dc5-2e210ef4c3a6

Purchase Project: Needs Analysis (FLASH - Retired)	4f887f9d-1150-14f8-87f9-d11508609671	Cegos	From Needs To Project Part A	3c243d22-b474-b9e4-75c0-1c7904cf322a
			From Needs To Project Part B	476ffce6-528d-4de4-61ef-e18dfc410734
Purchase Project: Supplier Market Analysis (FLASH - Retired)	4f887fa9-a3cc-f4f8-8fa-9a3cdf656194	Vado	Know the Competition	51781a81-05fc-9517-81a8-105fce454028
Purchase Strategies (FLASH - Retired)	4f887fc6-50cb-54f8-87fc-650cbd638216	ej4	Negotiable Instruments and Endorsement	4ea85046-ee90-44ea-8504-6ee90b164449
Quatre clés pour développer l'estime de soi (FLASH - Retired)	4f887226-724e-d4f8-8722-6724f3563334	Vubiz	L'estime de soi	7c8cd81e-d855-4094-9546-ec882c7e8947
React to a Complaint of Harassment (FLASH - Retired)	4f887ec9-b00f-f4f8-87ec-9b0107849575	ej4	Anti-Harassment: 04. Anti-Harassment Investigating Complaints	50c7ebcf-8d06-350c-7ebc-f8d067014019
Réagir à une plainte de harcèlement moral (FLASH - Retired)	4f88731b-a1df-74f8-8731-ba1dfc836706	ej4	Anti-Harassment: 04. Anti-Harassment Investigating Complaints [subtitles]	50c7ebcf-8d06-350c-7ebc-f8d067014019
Réaliser la promesse de vente pour fidéliser (FLASH - Retired)	4f8877a0-3c83-64f8-877a-03c83c700855	<i>no language equivalent</i>		
Redactar un acta de reunión (FLASH)	4f888c21-95de-84f8-88c2-195df0113379	Mind Channel	Preparación para reuniones efectivas	0e3bdfd8-0bd2-f9e4-0997-cfae3ee3aca9
Redactar un e-mail eficaz (FLASH - Retired)	4f888c02-3679-e4f8-88c0-2367ae140098	Vado	Los correos electrónicos eficaces	93177713-55a0-6064-e963-b0d6295d75cb
Rédiger un compte-rendu de réunion (FLASH - Retired)	4f887329-710b-04f8-8732-9710b6437467	<i>no language equivalent</i>		
Rédiger un e-mail efficace (FLASH - Retired)	4fd923b1-b18b-34fd-923b-1b18b9912915	ej4	Healthy Communication: 04. Using Email at Work	4ea84a4c-53d2-14ea-84a4-c53d34923804
Rédiger vite et bien (FLASH - Retired)	4f8873a5-802d-b4f8-873a-5802e1040778	ej4	Proofreading: 04. Top 10 Writing Mistakes	cdbe46b1-4995-7524-ad01-fb4879a31677

Redigir cartas depressa e bem (FLASH - Retired)	dfaa4e3e-8771-94a4-a553-2148aef271a2	ej4	Healthy Communication: 04. Using Email at Work	4ea84a4c-53d2-14ea-84a4-c53d34923804
Relação cliente: construir a confiança (Brazilian Portuguese) (FLASH)	faca4a9d-f92b-38f4-a97f-3a73a0e64807	Cegos	Relação cliente: construir a confiança (Brazilian Portuguese)	fe8f0ae0-1b63-eea4-9930-d62aaddfeaa2
Relate Your Contribution to Value Creation (FLASH - Retired)	4f8885b1-b696-94f8-885b-1b6971514162	Cegos	Effortlessly produce high value added files	5d57c959-f462-bbd4-8d9a-5146774a2912
Relationship Marketing in Practice (FLASH - Retired)	4f887f81-74cf-34f8-87f8-174cfb756714	Cegos	Developing loyalty through customer relationships (UK English)	dbb9e1ec-e84b-ef04-31bd-94c4425f34c5
Relationship Marketing Strategy (FLASH - Retired)	4f887f74-c2ee-04f8-87f7-4c2ee7846064	Cegos	Customer relationship: building trust	eaeae87-37ef-b624-45e5-269aca8d071e
Remove the Five Major Obstacles to Effectiveness (FLASH - Retired)	4f888765-7f3d-e4f8-8876-57f3e4823871	Vubiz	Acting Effectively on a Team	4ef3843a-129a-94ef-3843-a129af413147
Réussir l'analyse de son client stratégique (FLASH - Retired)	4f887b20-f30a-b4f8-87b2-0f30b1756009	<i>no language equivalent</i>		
Réussir le lancement d'un nouveau produit (FLASH - Retired)	4f887abd-11f0-a4f8-87ab-d11f26443553	ServiceSkills	Email Matters: Écrire avec Conviction	22b6b390-b58a-a824-2913-38233c7d8c98
Réussir sa première fonction de manager (FLASH)	4f8877f6-0dee-f4f8-877f-60def7823403	Cegos	Réussir Sa Première Fonction De Manager. Part. A	603fc3ea-7a97-6874-21c5-20305823a973
			Réussir Sa Première Fonction De Manager. Part. B	b7c577f5-911f-29c4-85c1-065f4e3cf972
Réussir ses réunions commerciales (FLASH - Retired)	4f887719-6f00-54f8-8771-96f00d935717	Cegos	Animer des réunions productives	420f14e6-1057-e0c4-f11a-961488bd6857
Réussir un audit qualité (FLASH - Retired)	4f887be2-5665-14f8-87be-256659078942	Cegos	Conseguir, sin esfuerzo, objetivos de alto valor añadido	e15e26e9-a14b-f2e4-c5a8-cb31fb6a304a
Riunioni commerciali di successo (FLASH)	4f88a51f-559e-14f8-8a51-f559e8089345	Cegos	Gestire le situazioni critiche durante una riunione	fc54a876-f132-3424-1d3e-8d16f1388d01
Rôle et posture du manager commercial (FLASH)	4f8876f2-da6b-64f8-876f-2da6bd487971	mindchannel	Qualités des leaders remarquables	41819f21-ce2b-1e54-91f3-c231a89e8f82

S'affirmer en négociation commerciale (FLASH - Retired)	4f887697-2ec6-84f8-8769-72ec6e321133	Cegos	Mener le processus de négociation – Niveau 2	6d46c596-f2a1-a924-f13d-027dd88ac693
S'initier aux 5 secrets des créatifs (FLASH - Retired)	4f88797f-cff7-d4f8-8797-fcff85944150	Vubiz	La créativité à votre portée	3a15658b-17e8-7034-c91d-10ba360715c9
Sales for Non-Sales Managers (FLASH - Retired)	4f88820a-bd95-d4f8-8820-abd964465146	Video Arts	Service for Sales	99888725-93c3-e0b4-990b-e000c2c1eb5c
Sales Support (FLASH - Retired)	4f887d32-5e03-c4f8-87d3-25e043717932	Vado	Sales Tools and Technology	5048d87b-d0de-41f4-1991-604223d25802
Secure Managerial Support for Leadership (FLASH - Retired)	4f8884ba-87e2-c4f8-884b-a87e34685035	Vubiz	Developing A Strong Leadership Team	4f2045dc-3c0d-44f2-045d-c3c0e3599122
Self-Esteem: How it Works (FLASH - Retired)	4f887d67-17b6-d4f8-87d6-717b74840128	Vubiz	Self Esteem	8891a266-0c7f-df34-b95e-c0199579ece6
Share Information with Blogs and Wikis (FLASH - Retired)	4f88857a-a184-74f8-8857-aa1851762934	<i>no language equivalent</i>		
Sinergologia: a comunicação não-verbal (FLASH - Retired)	a9b72141-9b30-5204-e11a-b0c1813ecd4b	ej4	Coping with Change: 01. Change Phases	4d92575b-d572-a4d9-2575-bd572e301792
Situações difíceis na entrevista de avaliação de desempenho (FLASH - Retired)	03c34f60-818f-1374-21d8-2c99fc07cde8	ej4	Developing Your Culture: 03. Developing a Learning Culture	89a802ff-e1b7-73a4-09be-a04cdc31190f
Situar su contribución en la creación de valor (FLASH - Retired)	4f8892e1-9308-04f8-892e-193093352496	Cegos	Conseguir, sin esfuerzo, objetivos de alto valor añadido	e15e26e9-a14b-f2e4-c5a8-cb31fb6a304a
Situer sa contribution à la création de valeur (FLASH - Retired)	4f8879ea-c241-14f8-879e-ac2417252176	Cegos	Convaincre avec une offre gagnante	a9919750-c10b-8af4-31ab-e2af8702da9b
Soporte de ventas (FLASH - Retired)	4f888abd-3af1-f4f8-88ab-d3af26047981	<i>no language equivalent</i>		
Speed Reading (FLASH - Retired)	4f887f23-8725-04f8-87f2-387256199725	<i>no language equivalent</i>		
Steer the Way to Mutual Agreement (FLASH - Retired)	4f8882ea-e3f5-a4f8-882e-ae3f61032855	Cegos	Prepare for a win-win negotiation	0fe5c91e-9716-ab64-6d65-2a12fa6e399b

Strategic Marketing Plans (FLASH - Retired)	4f887d23-961d-44f8-87d2-3961d9465530	ej4	Marketing Strategy: 01. What is a Marketing Strategy?	68150457-aa6f-4fc4-4d33-397623a029af
Strategic Time Management	f00fe446-8ec5-0d74-1974-7dfde7d77ddc	Cegos	Managing Your Time Strategically (US English)	fac06d56-509a-f8b4-05af-26686cd3ff7f
Strategic Vision and Activity Management (FLASH - Retired)	4f888023-60a8-d4f8-8802-360a94070799	Mindscalimg	Managing Your Time Strategically	fac06d56-509a-f8b4-05af-26686cd3ff7f
Structure your Argument (FLASH - Retired)	4f887fe5-7d56-04f8-87fe-57d564807376	Vado	Articulate the Attributes of Your Ideas	51781f19-d92b-3517-81f1-9d92b8365231
Structurer son argumentation (FLASH - Retired)	4f887481-8898-34f8-8748-18898b688350	no language equivalent		
Strumenti e metodi di problem solving (FLASH)	4f88a068-56e7-44f8-8a06-856e7c206691	Cegos	Strumenti e metodi di problem solving. Parte A	73a9a08e-ed05-fe44-0d5d-f92c1c2fdda6
			Strumenti e metodi di problem solving. Parte B	eefe4aec-a533-f7f4-29ba-2c452adb5ce4
Successful Commercial Meetings (FLASH - Retired)	4f88828a-362a-b4f8-8828-a362b1841319	Cegos	Facilitate effective meetings	b7e75f06-6c08-c7b4-9188-7b0275099465
Successful Retirement: Keys to a Balanced Lifestyle (FLASH - Retired)	4f888508-8bb2-94f8-8850-88bb30710302	Enspark	Work Life Balance	51030a56-ca6e-0510-30a5-6ca6e5513336
Successful Retirement: Managing your Lifechange (FLASH - Retired)	4f8884f7-57bc-d4f8-884f-757bd2932867	ej4	New Employee Math: 02. Retirement Savings Basics	657dc126-f1a7-53e4-2996-46a7998889d6
SWOT-диагностика (FLASH - Retired)	4fa994ae-388f-4984-35e0-4d3d15f9f807	no language equivalent		
SWOT分析 (FLASH - Retired)	fbd1f09f-dbc9-21c4-cd45-baf90af56e7a	ej4	Building a Business Case: 07. Gathering Data: SWOT Analysis [subtitles]	7b9bb53d-d92b-c194-dd83-5830bc0f7c5e
Take the Buyer's View (FLASH - Retired)	4f8882ab-9fcc-04f8-882a-b9fcc6543804	ej4	Uncovering Customer Needs	b1ac3dc8-360c-7c04-75d6-e13ac5fb424f
Técnicas de redação para uma escrita convincente (Brazilian	e9fdedf7-f3d7-3804-b584-f81dfe75c98b	Vado	Selección de la Mejor Modelo de Escritura	04ebd858-22eb-2e64-990a-abc05c90a7e2

Portuguese) (FLASH - Retired)				
Técnicas de redação para uma escrita convincente (FLASH - Retired)	1cf6a523-89d3-8e54-c5aa-96d8e138e2e9	<i>no language equivalent</i>		
Tener éxito con los newsletter (FLASH)	4f888ca0-7f4a-b4f8-88ca-07f4b1987382	Cegos	Técnicas de comunicación escrita	131df8bf-60b7-15c4-011f-2bde67840313
Ter êxito nos primeiros passos como gestor (FLASH)	ce002ac4-93a1-03c4-9d1e-6ce24ebdb9a7	Cegos	Ter êxito nos primeiros passos como gestor. Parte A	030780be-be5f-6a14-9944-f3a577bfe227
			Ter êxito nos primeiros passos como gestor. Parte B	404011ff-b9a8-cb34-35ea-ad2ad71dae0a
The Five Secrets of Creative Minds (FLASH - Retired)	4f888516-9305-34f8-8851-69305d528773	Video Arts	Creativity & Innovation	d0e2294f-bbb8-7264-39b5-2e3b8ee6b9f4
The Importance of the Key Account Manager (FLASH - Retired)	4f888728-14bd-04f8-8872-814bdf542661	ej4	Managing an Enterprise Account Bundle	fde52b1c-98db-7624-5960-4b655814ed80
The Keys to Communicating by Telephone (FLASH - Retired)	4f887c68-db4a-04f8-87c6-8db4a8954849	Video Arts	Communicating on the Phone	d7e07a84-0a8e-5314-21dd-e9759740bc8d
The Manager/Communicator (UK Version) (FLASH - Retired)	4f888476-1e35-74f8-8847-61e35f199444	Cegos	Fostering and maintaining motivation (UK English)	19b85b5b-717f-e9c4-716c-e6d07b38c45e
The Marketing Mix (FLASH - Retired)	4f887ea2-b6cd-54f8-87ea-2b6cdb739548	ej4	Lead Development: 02. The Marketing Link	12521103-6a98-1434-85c1-0ab98d2160b0
The Marketing Plan (FLASH - Retired)	4f887e95-7754-34f8-87e9-57754a580952	ej4	Lead Development: 02. The Marketing Link	12521103-6a98-1434-85c1-0ab98d2160b0
The Marketing Process (FLASH - Retired)	4f887e77-aa97-24f8-87e7-7aa981871676	ej4	Marketing Strategy: 02. Developing a Strategy	4f0ca5ad-29cf-5304-c902-e0670bb880c7
The Purchasing Process (FLASH - Retired)	4f887f90-06f2-84f8-87f9-006f2f281124	ej4 - eLearning for Business	Managing a Sales Process	7e2fb0d4-7e04-d0e4-11dd-c19c4c6da3f0
The Role of Ethics and Integrity in	4f88881b-e805-f4f8-881-be8067897058	Engage In Learning	Why Manage Performance? (UK	05658ea4-1bdd-0394-11cd-efb3a49455

Assessment (FLASH - Retired)			Version)	5d
The Roles and Attitudes of Successful Sales Managers (FLASH - Retired)	4f88825a-701a-24f8-8825-a701a7958909	Video Arts	Consultant Selling	bdeeeb43-14dd-b3b4-35c6-4cf4ab270c37
The SWOT Analysis (FLASH - Retired)	4f887e84-aa99-04f8-87e8-4aa998739899	ej4	Building a Business Case: 07. Gathering Data: SWOT Analysis	7b9bb53d-d92b-c194-dd83-5830bc0f7c5e
Tomar notas e redigir a ata da reunião (FLASH - Retired)	15e1a6bd-cb90-adc4-0df7-136ecea8cfb	ej4	Nonverbal Communication: 01. Defining Nonverbal Communication	b704c37b-1cb9-7fd4-f5a8-198461ca3118
Tratar situaciones difíciles en la entrevista anual (FLASH - Retired)	4f88954c-4c34-44f8-8954-c4c349782055	Cegos	Preparar y estructurar la entrevista anual de evaluación PARTE A	597c3859-56c0-a764-f5b2-d4fe292ea67b
			Preparar y estructurar la entrevista anual de evaluación PARTE B	8044ff4a-b18b-2d14-9139-1f42aa20a519
Três alavancas essenciais para a cooperação (Brazilian Portuguese) (FLASH)	9706c05f-8977-0fc4-b124-60d4d9220663	Cegos	Três ferramentas para uma boa comunicação interpessoal (Brazilian Portuguese)	1f433554-d6e1-22d4-d9a5-712cd08e75ca
Trigger the Dynamics for Change (FLASH - Retired)	4f88808f-7089-24f8-8808-f7089a846786	Vubiz	Business Essentials: Change Management	efd0e7f1-da60-7404-1988-790b7d464428
Triunfar en reuniones comerciales (FLASH - Retired)	4f889067-8f5c-b4f8-8906-78f5d1735421	Cegos	Falicitat reuniones eficaces	7c2e6f11-2bdd-17a4-8dd5-b66539f8d29b
Trois clés pour bien communiquer (Canadian French) (FLASH)	cd5d0e11-5f0e-41d4-212a-a47c6fb33ca1	Cegos	3 clés pour bien communiquer (Canadian French)	bf247a68-bda5-e104-495e-8d89b3b05ea9
Umgang mit schwierigen Situationen in jährlichen Beurteilungsgesprächen (FLASH - Retired)	4f88ae8a-180a-34f8-8ae8-a180a9269950	Cegos	Vorbereitung auf eine Win-win-Verhandlung	9e5ffa13-339d-5f74-bd88-b9e96a39d6de
Understand the Salesman (FLASH - Retired)	4f887fd5-4705-24f8-87fd-547057463153	VideoArts	Consultant Selling	bdeeeb43-14dd-b3b4-35c6-4cf4ab270c37

Retired)				37
Usar as emoções para reforçar a confiança (FLASH - Retired)	83dadd87-0c2c-d934-f933-49dec63d6b8	Cegos	Os três pilares da excelência interpessoal	6cf35d4d-bbff-b2a4-5984-ab32972c3c54
Usar o carisma em situações difíceis (FLASH - Retired)	95ba7e43-a8b0-d6d4-6d43-5ea694dd83b9	Cegos	Os três pilares da excelência interpessoal	6cf35d4d-bbff-b2a4-5984-ab32972c3c54
Use Customer Equity to Create Value (FLASH - Retired)	4f88869a-4738-44f8-8869-a4738b227505	Vado	Lifetime Customer Value	72060909-695e-8dd4-6184-5eec2f2e210f
Use Earned Value to Optimise Costs and Deadlines (FLASH - Retired)	4f8880f7-6281-f4f8-80f-762825529688	LearnSmart	Agile Project Management: 18 - Quality and Earned Value Management in Agile Projects	596feac9-28f0-0344-650d-1c2ccb4a574e
Use Formal Power to Encourage Debate (FLASH - Retired)	4f888324-975a-e4f8-8832-4975b4829708	Mind Channel	Keeping Your Cool in Debates	cfac9b3f-fc5d-0124-9d2e-fee1869822d7
Using a Job Profile in the Recruitment Process (FLASH - Retired)	4f887c5c-2df2-74f8-87c5-c2df2c951509	ej4	Recruiting Toolkit: 03. Creating Job Postings	75db6378-71b5-a9a4-c910-0fca812bfe10
Using Ambition to Build Loyalty in Sales People (FLASH - Retired)	4f888708-bfba-64f8-8870-8bfbad182570	Vado	Keep Your Top Talent	50133c5d-2c4e-9501-33c5-d2c4f6221742
Using Freedom to Build Loyalty in Sales People (FLASH - Retired)	4f8886e4-ac2f-e4f8-886e-4ac305784539	Cegos	Developing loyalty through customer relationships (UK English)	dbb9e1ec-e84b-ef04-31bd-94c4425f34c5
Utiliser la fiche de poste en recrutement (FLASH - Retired)	4f886f49-116b-14f8-86f4-9116b8619611	ej4	Recruiting Toolkit: 03. Creating Job Postings [French subtitles available]	75db6378-71b5-a9a4-c910-0fca812bfe10
Utiliser les émotions pour renforcer la confiance (FLASH - Retired)	4f8877d9-cbbe-d4f8-877d-9cbc00458796	Cegos	L'art de la conviction par l'écoute. Part. A	4155c57f-d5c1-7274-91ed-2145e49a7dc0
			L'art de la conviction par l'écoute. Part. B	68000578-0f74-5804-9145-8141ce86be17
Utilizar las emociones para reforzar la confianza (FLASH)	4f889121-7916-94f8-8912-17917a761525	Cegos	El arte de convencer a través de la escucha PARTE A	730f8ded-23e1-5da4-29c4-a6b2120f9725
			El arte de convencer a través	205977d0-4887-df74-05f2-4e0610e49d

			de la escucha PARTE B	58
Validar la adecuación del candidato al puesto (FLASH)	4f88895d-0234-64f8-8895-d0234e063219	ServiceSkills	What to Say When - Mentoring Series: Realizar entrevistas y evaluaciones	1644ebe9-0229-ccc4-5d8e-f2e7346f2018
Valider l'adéquation du candidat au poste (FLASH)	4fd92387-c05a-34fd-9238-7c05aa927974	ServiceSkills	What to Say When - Mentoring Series: Réalisation d'entrevues et d'évaluations	538e002c-7699-7244-b95e-c7f4da28ab18
Valorar las oportunidades dentro del equipo del proyecto (FLASH - Retired)	4f888eb9-ae8f-44f8-88eb-9ae8fb388886	Cegos	Facilitar una reunión del Comité de Seguimiento del Proyecto	a8239b14-d8d2-5914-11d5-4bef2f23525f
Valorar los argumentos por el poder formal (FLASH - Retired)	4f88910f-dc5b-04f8-8910-fdc5b8919027	Mind Channel	Habilidades de influencia (Spanish)	b9535196-e5cb-e4d4-41bb-8cfaeb34472f
Valoriser l'argumentation par la puissance formelle (FLASH - Retired)	4f8877c9-9e88-64f8-877c-99e88c977808	Cegos	Convaincre avec une offre gagnante	a9919750-c10b-8af4-31ab-e2af8702da9b
Valoriser les opportunités au sein de l'équipe (FLASH)	4f8875b2-b3ae-14f8-875b-2b3ae8203015	Cegos	Faciliter une réunion du comité de pilotage du projet	87de34e3-70fa-d8f4-3196-14e30c535f74
Value Your Experience (FLASH - Retired)	4f887ee3-2276-d4f8-87ee-322772959458	Vado	Analyze Key Experiences for Lessons Learned	4fa1cfff-b41d-54fa-1cff-fb41ea340539
Value Your Experienced Collaborators (FLASH - Retired)	4f887dfe-c1dc-d4f8-87df-ec1dd5602135	Vado	Trusting Others to Innovate	6d53454a-5652-0514-8533-79d1171be58b
Value Your Experienced Staff (FLASH - Retired)	4f887df1-0ca0-c4f8-87df-10ca12251216	Enspark	Tips for Managing Older Team Members	785cb6e9-bf74-f484-e1f8-2ad6ec9261ef
Ventas para no comerciales (FLASH - Retired)	6b597c8b-760b-4e84-9d82-c9c467ab6a97	Mind Channel	Ventas: ABC = Siempre sé concluyente	0bdfaea8-5e7e-ec94-6d9a-edc68e1259e2
Ver pelos olhos do cliente (FLASH - Retired)	109beb1c-dbda-b634-b93f-54ca1239a7cf	ej4	Uncovering Customer Needs [subtitles]	b1ac3dc8-360c-7c04-75d6-e13ac5fb424f
Visão estratégica e gestão das atividades (FLASH - Retired)	14f691d8-9714-2154-81bb-c59b91397025	Cegos	Desenvolver e implementar um plano de ação	9aab3314-0bc2-9bd4-c923-42db24d57f9b

Vision stratégique et gestion des activités (FLASH - Retired)	4f8874b8-22b3-54f8-874b-822b49063058	VideoArts	Jamie's Kitchen: Fifteen Lessons on Leadership	7210b021-303e-6554-b18f-6d30090fa0d1
Visione strategica e gestione delle attività (FLASH)	4f88a2ad-d6bf-b4f8-8a2a-dd6c08616219	Cegos	Definizione strategica delle priorità	e80d48a1-ef38-0744-096b-3905727240a6
Vivre la vente côté client (FLASH - Retired)	4fd923ef-ed15-04fd-923e-fed156736161	ej4	Uncovering Customer Needs [subtitles]	b1ac3dc8-360c-7c04-75d6-e13ac5fb424f
Voorbereiden en structureren van een presentatie (FLASH)	d2e3b1df-b9b8-e424-fd8f-234bff640051	Cegos	Identificeer je communicatiestijlen	d7383eb9-d2b1-0764-0544-e7276880dba
Votre client et vous : objectif adhésion (FLASH)	4f8875f8-aaaa-d4f8-875f-8acab6895193	Cegos	Votre Client Et Vous : Objectif Adhésion	3c6f4113-6bf2-cf44-7993-3da0a3576154
Write a Successful Newsletter (FLASH - Retired)	4f887f65-ddcb-d4f8-87f6-5ddcc3438393	Hoonuit	Word 2013 Newsletter Training	0825d7e0-1cef-2174-1592-3a6611412b51
Write for the Web (FLASH - Retired)	4f887ff4-e8c3-b4f8-87ff-4e8c40551389	Vado	Selecting the Best Writing Model	90208128-fbb5-3b64-7d79-fae23dcf2d57
Writing Minutes (FLASH - Retired)	4f887ed7-cb23-54f8-87ed-7cb240994413	ej4	Note Taking: 05. How to Produce Official Minutes	1858b0da-1619-0184-dd90-226a2d9a1a3d
Zarządzanie zmianą: określenie swojego profilu (FLASH - Retired)	c0ea0712-fcd1-6bf4-edcb-490bacd4e67f	no language equivalent		
Анализ потребностей в процессе закупок (FLASH)	4f889b30-a9f7-e4f8-89b3-0a9f85801937	no language equivalent		
Анализ распределения времени (FLASH - Retired)	4f889ab4-0703-74f8-89ab-40703e635900	no language equivalent		
Важность отношений с клиентами (FLASH - Retired)	4f889c7f-05eb-34f8-89c7-f05eb9603229	no language equivalent		
Взаимовыгодные отношения с подчинёнными (FLASH - Retired)	4fc66ddd-dc12-c0b4-0985-e82d3424ba42	Engage In Learning	[translation available] Improving Group Dynamics (US Version)	f61b72c5-ec97-abb4-c5fe-6adb89d9bea2
Влияние эмоций на ход переговоров по закупкам (FLASH -	4f889dbb-1f9f-14f8-89db-b1f9fc545829	no language equivalent		

Retired)				
Выявить скрытый мир покупателя (FLASH - Retired)	4f889df7-0a04-64f8-89df-70a04d236082	no language equivalent		
Гибкость поведения руководителя (FLASH - Retired)	62d1ce12-a0a7-78b4-e5f1-9e0f643d3a24	no language equivalent		
Диагностика ситуации на переговорах по закупкам (FLASH - Retired)	4f889dd1-2202-a4f8-89dd-12203f607158	no language equivalent		
Добавить динамику изменениям (FLASH - Retired)	f9ce3e17-4d72-f624-cd77-55d6d169f246	no language equivalent		
Заключение взаимовыгодной сделки (FLASH - Retired)	4f889e17-d5ae-64f8-89e1-7d5afb356069	no language equivalent		
Индивидуальный подход к презентации предложения (FLASH - Retired)	4f889e07-7302-04f8-89e0-77302a890884	no language equivalent		
Как управлять командой (FLASH - Retired)	88c7713c-2bf6-af04-91d8-e2440309ca34	Engage in Learning	[translation available] Growing your Team to High Performance (US Version)	2ea66639-4543-37a4-75d7-cb628ea08d36
Контекст коммерческих переговоров (FLASH - Retired)	4f889d4b-9e40-04f8-89d4-b9e40b986913	no language equivalent		
Конфликтные ситуации в проекте по закупкам (FLASH)	4f889da7-ae95-c4f8-89da-7ae967231326	no language equivalent		
Ловушки коммерческих переговоров (FLASH - Retired)	4f889d89-a952-f4f8-89d8-9a9534048066	no language equivalent		
Маркетинг отношений на практике (FLASH - Retired)	4f889afa-8692-44f8-89af-a8692a335849	no language equivalent		
Мастерство межличностных отношений менеджера (FLASH -	2073abbe-76b8-d044-f12b-ba3fd5bfc384	Intelleyzy	Working with Teams - Beginner [subtitles]	5e3c519d-33ff-69c4-0510-7079efca3164

Retired)				
Организатор и специалист одновременно (FLASH - Retired)	4f889e4f-1382-54f8-89e4-f1382f211788	no language equivalent		
Основы управления проектами (FLASH - Retired)	4f889bd8-0923-04f8-89bd-809237063290	no language equivalent		
От пожеланий заказчика к успешному проекту (FLASH - Retired)	4f889c61-0133-14f8-89c6-101338197746	no language equivalent		
Отношения с клиентом: убеждение клиента (FLASH)	4f889cd0-debf-84f8-89cd-0debfe330780	Engage In Learning	[translation available] Customer Service Essentials	7b2f1d80-a04e-8484-c5ab-e5113580fa05
Отношения с клиентом: уметь слушать (FLASH - Retired)	4f889cb7-997a-64f8-89cb-7997ad003960	Engage in Learning	[translation available] Customer Service Essentials	7b2f1d80-a04e-8484-c5ab-e5113580fa05
Отношения с клиентом: завоевать доверие (FLASH - Retired)	4f889c9c-5c6e-a4f8-89c9-c5c6f2245445	no language equivalent		
Переговоры и менеджмент (FLASH - Retired)	fe0f62a8-f486-4cc4-2d6b-081b53d0e72d	no language equivalent		
Планирование проекта (FLASH - Retired)	4f889c11-2676-f4f8-89c1-126773880976	no language equivalent		
Подготовить и структурировать устную презентацию (FLASH - Retired)	4f889aa2-62e0-64f8-89aa-262e0e110046	no language equivalent		
Подготовить продажу и добиться успеха (FLASH - Retired)	4f889de5-4853-64f8-89de-54853c146875	no language equivalent		
Подготовка к коммерческим переговорам (FLASH - Retired)	4f889d65-b982-a4f8-89d6-5b9832292853	no language equivalent		
Поддерживать лояльность клиента благодаря отношениям (FLASH - Retired)	4f889cf1-168d-b4f8-89cf-1168e3142964	no language equivalent		

Понимание интересов продавца (FLASH - Retired)	4f889ba1-eb44-d4f8-89ba-1eb454890054	<i>no language equivalent</i>		
Построить долгосрочные отношения (FLASH - Retired)	4f889e29-66ca-04f8-89e2-966ca8378798	<i>no language equivalent</i>		
Предвидеть риски, связанные с реализацией проекта (FLASH - Retired)	4f889c41-24e7-44f8-89c4-124e7b521863	<i>no language equivalent</i>		
Преуспеть, впервые заняв пост руководителя (FLASH - Retired)	4f889e3d-cbce-34f8-89e3-dcbcf0342748	<i>no language equivalent</i>		
Принципы организации проекта (FLASH - Retired)	4f889bf2-1c3f-84f8-89bf-21c400584294	<i>no language equivalent</i>		
Проведение изменений: стратегические союзы (FLASH - Retired)	7d77db85-78fe-a194-cde9-f4f81bdfc6e4	<i>no language equivalent</i>		
Продажи глазами клиентов (FLASH - Retired)	9f31d63b-3a6f-1404-f146-84d14d93b781	<i>no language equivalent</i>		
Проект закупок: анализ рынка поставщиков (FLASH - Retired)	4f889b4b-178b-74f8-89b4-b178bc526254	<i>no language equivalent</i>		
Проект закупок: анализ стоимости (FLASH - Retired)	4f889b67-94e8-44f8-89b6-794e8b450200	<i>no language equivalent</i>		
Процесс закупок (FLASH - Retired)	4f889b15-677c-24f8-89b1-5677cc114407	<i>no language equivalent</i>		
Работа с претензиями и лояльность клиента (FLASH - Retired)	4f889d0f-f32f-a4f8-89d0-ff3300464209	Engage In Learning	[translation available] Handling Complaints	62b2cbff-6fd3-3614-e5fe-db9f1fa7b4b3
Разработка стратегии закупок (FLASH - Retired)	4f889b88-1865-54f8-89b8-81865c178783	<i>no language equivalent</i>		
Ситуационный менеджмент (FLASH - Retired)	79594c17-6a42-2834-815b-087c95131761	<i>no language equivalent</i>		

Создание и поддержка мотивации (FLASH - Retired)	3356bc5d-a11d-1a74-cdaf-f69f18426945	Intellegzy	Coaching for Peak Performance - Beginner [subtitles]	7a43277e-f316-1bb4-d570-df6f83de14c2
Создать видение будущего (FLASH - Retired)	6ad4f319-dea5-aae4-314c-5ce5432ca504	<i>no language equivalent</i>		
Составить бюджет проекта (FLASH - Retired)	4f889c2a-7f40-54f8-89c2-a7f40c122786	<i>no language equivalent</i>		
Сотрудничество в интересах клиента (FLASH - Retired)	4f889d2d-e6f9-e4f8-89d2-de6fa5440976	Engage In Learning	[translation available] Customer Service Essentials	7b2f1d80-a04e-8484-c5ab-e5113580fa05
Стать менеджером-коучем (FLASH - Retired)	ad115bc2-a929-5784-2d51-7cec1dd96d72	<i>no language equivalent</i>		
Стили менеджмента (FLASH - Retired)	af196513-d9ae-56d4-415b-1069fd858104	<i>no language equivalent</i>		
Стратегия маркетинга отношений с клиентом (FLASH - Retired)	4f889ae7-cb6e-24f8-89ae-7cb6f5960609	<i>no language equivalent</i>		
Стратегия определения приоритетов (FLASH - Retired)	4f889ac8-5858-24f8-89ac-858595283299	<i>no language equivalent</i>		
Стресс и Вы (FLASH - Retired)	4f889a84-850e-14f8-89a8-4850e9653031	Engage in Learning	[translation available] Stress at Work	e9288a7c-92fb-f1d4-ad5a-bdbff8f6e552
Структура аргументации (FLASH)	4f889bba-f137-34f8-89bb-af1382076828	<i>no language equivalent</i>		
Уверенность в себе в ходе коммерческих переговоров (FLASH - Retired)	4f889d98-387d-84f8-89d9-8387de196635	<i>no language equivalent</i>		
Управление изменениями: определите свой стиль (FLASH - Retired)	2b8f8b67-a983-ce74-ed36-5015f1cc9acd	<i>no language equivalent</i>		
Управление изменениями: процесс и инструменты (FLASH - Retired)	d5ca6788-3cf1-e664-b900-1bf5e3a62d26	<i>no language equivalent</i>		

Управление стрессом (FLASH - Retired)	4f889a93-03a8-04f8-89a9-303a88479723	Engage in Learning	[translation available] Stress at Work	e9288a7c-92fb-f1d4-ad5a-bdbff8f6e552
Управлять эмоциями в команде (FLASH)	66da0ca0-2241-a6e4-79e6-829e828b890c	no language equivalent		
Успешно выступить перед аудиторией (FLASH - Retired)	43ab7f3f-62b6-9634-5d2b-6a9bed0637cf	no language equivalent		
Эмоциональные компетенции менеджера (FLASH - Retired)	f7a6afdf-5255-5704-8dc1-da3a2e94af02	no language equivalent		
Эффективное принятие решений (FLASH - Retired)	09731239-5906-f364-2da0-3d827f3646f7	Engage In Learning	[translation available] Decision Making: Options to Implementation	9b4b3735-7afb-2474-7988-5c841d3aa488
أربعة مفاتيح لتطوير تقدير الذات (FLASH - Retired)	ec4c3111-65e6-2ff4-e53b-9e3f2a3a5370	no language equivalent		
أساسيات إدارة المشاريع (FLASH)	5e0bc8c2-8542-6774-9563-582a0ad8e7d1	Cegos	أساسيات إدارة المشاريع الجزء الأول	5a111461-d2fd-5244-2ddb-2a2398dc8390
			أساسيات إدارة المشاريع الجزء الثاني	62a78307-f025-f5d4-258f-756e87b8947f
أنماط الإدارة (FLASH - Retired)	706703df-0e81-e1a4-bd08-056b8a1738a4	no language equivalent		
إدارة التغيير: العملية والأدوات (FLASH - Retired)	6ff0502f-9812-dfc4-d195-b9454a8476c9	Intelley	Everyday Change Management	8528a6ff-9099-ae4-7df3-42d7ae576ff9
إدارة التغيير: تحديد أسلوبك (FLASH - Retired)	1a5478ff-18af-4cd4-55d9-5a95dcf784d8	Intelley	Everyday Change Management	8528a6ff-9099-ae4-7df3-42d7ae576ff9
إطار المشروع (FLASH)	54795c93-40b1-6d34-c195-2b3cbd599ab2	Cegos	تحديد إطار عمل المشروع. الجزء أ	31f4932b-63a9-2104-9515-9afd0c0105b3
			تحديد إطار عمل المشروع. الجزء ب	b5b2b4dd-86cb-1fa4-e1a0-f3bc31d26775
إطلاق دينامية التغيير (FLASH - Retired)	2d934ebb-8c3f-b744-ed0e-275fb4b917af	Intelley	Everyday Change Management	8528a6ff-9099-ae4-7df3-42d7ae576ff9
إعتماد وجهة نظر الشاري (FLASH - Retired)	84545fce-b54e-62b4-2de5-0726431be3f1	no language equivalent		
إعداد خطة ارتقاء مركزة على تحميس العملاء (FLASH - Retired)	4f889f3c-e9b5-74f8-89f3-ce9b68016015	Cegos	علاقات العملاء: التوصل إلى اتفاق	44a3b104-966a-2074-e972-a4aaf414fcb6
إكتشف عالم الشاري الخفي (FLASH - Retired)	2f171770-e8e3-b034-29c3-e8855677c34e	no language equivalent		
استراتيجية الشراء (FLASH)	14740974-b467-97f4-	no language equivalent		

- Retired)	69e3-aeddfc7602f2			
التحضير لنجاح متبادل (FLASH - Retired)	b99945ee-b5bc-6c74-71a1-f342a919a7cc	no language equivalent		
التحليل المالي وتقييم الشركات (FLASH - Retired)	1bc8af35-6da9-46b4-f929-952ab8c61baa	no language equivalent		
التخطيط للمشروع (FLASH)	7b98205c-3b8f-3714-1144-2cd5ea6724b5	Cegos	التخطيط للمشروع الجزء أ	4c7227d9-e103-21c4-51cc-7c05dd025f26
			التخطيط للمشروع الجزء ب	9ae3d975-5882-79c4-35e1-e1f37711b48f
التركيز على أولوياتك (FLASH)	4f889e98-9c3b-44f8-89e9-89c3bb360452	Cegos	التركيز على الأولويات	e6055da0-4ca1-ab24-0903-a05f32f2a331
التعامل مع الضغوط (Mobile) (FLASH)	29e76619-372f-2fc4-2907-1324a4a53ba9	Cegos	التعامل مع الضغوط	0a86b702-0375-88a4-bd7c-5c0ff8fda05a
التعامل مع العواطف في فريق العمل (FLASH - Retired)	2252833c-9e9a-4804-a965-322d1a23417d	Intelley	Building High Performance Teams	7b4c928f-67d9-f4e4-1500-5fbbe2e7d042
التعامل مع مُلتهِمات الوقت (FLASH)	44bec142-bc83-ac24-91a8-a11db92f4287	Cegos	معالجة العوامل التي تهدر الوقت. الجزء الأول	fb2a622f-19b1-6474-a51b-bdbff9014e29
			معالجة العوامل التي تهدر الوقت. الجزء الثاني	3d1ff013-cabf-3c64-f948-3f7dd6509abb
التفاوض للمديرين (FLASH - Retired)	c57129b9-8169-3ef4-b5fb-f37cf268f280	no language equivalent		
التوفيق بين الإدارة والخبرة (FLASH - Retired)	ff6afa4d-4843-84a4-8d67-329f09a5cc00	Intelley	Building High Performance Teams	7b4c928f-67d9-f4e4-1500-5fbbe2e7d042
العلاقات مع العملاء: التوصل إلى توافق (FLASH)	4f889ef9-712c-24f8-89ef-9712c9151484	Cegos	علاقات العملاء: التوصل إلى اتفاق	44a3b104-966a-2074-e972-a4aaf414fcb6
العلاقات مع العملاء: الرهانات (FLASH)	4f889ec1-acc5-f4f8-89ec-1acc6a210641	Cegos	علاقات العملاء: تحديات العلاقات مع العملاء	f9baa304-1765-32d4-bdfd-b0a875b63c68
العلاقة مع العملاء: بناء الثقة (FLASH)	4f889ed2-1fab-04f8-89ed-21fabb878981	Cegos	علاقات العملاء: بناء الثقة	b25dce4c-f179-1e64-b515-2ac0878cb891
العلاقة مع العملاء: ممارسة الاستماع التفاعلي (FLASH)	4f889ee5-8743-44f8-89ee-587446077234	Cegos	علاقات العملاء: التدريب على الإصغاء الفعال	cc034249-2832-1dd4-5d37-1dfd4ac855d6
العملية الشرائية: تحليل سوق المورد (FLASH - Retired)	53afefbc-9114-8894-9d3b-b529670d6ca8	N/A (no language equivalent)		
القراءة السريعة (FLASH - Retired)	4f889e71-5764-64f8-89e7-15764c016621	N/A (no language equivalent)		

المبادئ الإثنا عشر لإدارة الوقت (FLASH)	4f889ead-2139-94f8-89ea-d2139f293608	Cegos	مبدأ توجيهياً لإدارة 12 الوقت بفعالية	334b1cf0-3f38-b264-cde1-0269133ee863
النظر في كيفية ادارة وقتك (FLASH - Retired)	4f889e85-c220-94f8-89e8-5c2212764140	Cegos	إدارة وقتك بطريقة استراتيجية	52d0a649-50ea-2f04-75ab-3d19ddf66ac5
بناء نجاح متبادل مُستدام (FLASH - Retired)	d11476ad-b33c-a884-5dc0-f246f3637102	Intelleyzy	Building High Performance Teams	7b4c928f-67d9-f4e4-1500-5fbbbe2e7d042
تحديد توقعات العملاء لإنجاح المشاريع (FLASH - Retired)	95d225f4-6014-db54-bd7b-b8fa46f5e6ed	Cegos	تحديد إطار عمل المشروع. الجزء أ	31f4932b-63a9-2104-9515-9afd0c0105b3
			تحديد إطار عمل المشروع. الجزء ب	b5b2b4dd-86cb-1fa4-e1a0-f3bc31d26775
تحسين الذاكرة (FLASH - Retired)	4f889e60-590e-b4f8-89e6-0590f3149258	no language equivalent		
تحقيق الإتفاق المتبادل (FLASH - Retired)	9d88f61f-9cf4-3e14-816d-6a497feff379	no language equivalent		
تسخير مختلف التصورات للوقت من أجل زيادة الفعالية (FLASH - Retired)	b48df8a7-cce0-97f4-8d93-ae33b31a4b58	Cegos	إدارة وقتك بطريقة استراتيجية	52d0a649-50ea-2f04-75ab-3d19ddf66ac5
تسيير وقتك (FLASH)	e409429a-6cd6-92e4-b102-8b801276b450	Cegos	إدارة وقتك بطريقة استراتيجية	52d0a649-50ea-2f04-75ab-3d19ddf66ac5
تطوير التعاون الداخلي لتعزيز ولاء العملاء (FLASH - Retired)	4f889f5d-ded4-a4f8-89f5-dded53918138	Cegos	علاقات العملاء: بناء الولاء ضمن علاقات العملاء	07b624dc-6c70-8c14-5932-793a6980ca9f
تطوير الولاء عبر توطيد العلاقات مع العملاء (FLASH)	4f889f0a-c90f-44f8-89f0-ac90fa414956	Cegos	علاقات العملاء: بناء الولاء ضمن علاقات العملاء	07b624dc-6c70-8c14-5932-793a6980ca9f
تقديم عرضك بحماس (FLASH - Retired)	fca38085-15b5-12d4-a16d-df07a8716f8e	no language equivalent		
تقرير وبيع 'اقتراحاتك (FLASH - Retired)	657cc3df-3957-49b4-d162-073fe7ea1f2b	no language equivalent		
توجيه الفريق والمبادرات الفردية (FLASH - Retired)	443722cc-4a8e-0074-b96c-e38fb590affe	Intelleyzy	Coaching for Peak Performance - Beginner	7a43277e-f316-1bb4-d570-df6f83de14c2
توقع مخاطر المشروع (FLASH)	e08fa4c3-09c1-8d24-e104-95ac84aeb3ca	Cegos	توقع المخاطر المتعلقة بالمشروع. الجزء أ	2a2d122c-dfcf-cd84-edf6-e0639752235a
			توقع المخاطر المتعلقة بالمشروع. الجزء ب	84d22f50-3b55-d1e4-7d56-63f339c5dbcb
ثلاث رافعات الأداء في عالم السرعة (FLASH)	975a8578-47c2-b5c4-1d0c-fdde909a0b9c	Cegos	تعزيز الإنتاجية ضمن عالم متسارع الوتيرة	1bd218da-97ff-0034-598f-3ac215b3c78e

خلق القيمة (FLASH - Retired)	3bccf2e0-9c63-c0f4-2149-92d7784b1e3b	no language equivalent		
خلق رؤيا للمستقبل (FLASH - Retired)	9702e37f-a77a-af64-add5-1772f057d1a2	no language equivalent		
دور مدير الفريق في إقامة علاقات دائمة مع العملاء (FLASH - Retired)	4f889f28-ba68-a4f8-89f2-8ba691252067	Cegos	علاقات العملاء: بناء الولاء ضمن علاقات العملاء	07b624dc-6c70-8c14-5932-793a6980ca9f
شكايات العملاء و العلاقات الدائمة معهم (FLASH - Retired)	4f889f4e-0437-c4f8-89f4-e04385231811	Cegos	علاقات العملاء: بناء الولاء ضمن علاقات العملاء	07b624dc-6c70-8c14-5932-793a6980ca9f
صنع القرار الفعال (FLASH)	01d8f0be-eb91-a114-d96d-0265217e54ac	Cegos	اتخاذ القرارات بشكل فعال- الجزء الأول	5b5f2597-b1a8-5124-a90b-66ed4ef91b95
			اتخاذ القرارات بشكل فعال - الجزء الثاني	3eb1a207-23d1-9b84-e12b-8bdd134fdac2
عملية الشراء (FLASH - Retired)	aa6149be-2353-21b4-4d60-7a6e3d6b4ca3	no language equivalent		
فك رموز الميزانية العمومية وبيان الدخل (FLASH - Retired)	e333425a-31db-4724-8da8-b7ab8b8ef606	no language equivalent		
قيادة التغيير: مساندة الحلفاء (FLASH - Retired)	9ed02fed-5e39-9c14-a573-08d539ad981c	Intelleyzy	Everyday Change Management	8528a6ff-9099-ae4e4-7df3-42d7ae576ff9
مدخل الى الذكاء العاطفي (FLASH - Retired)	9d2903f9-392c-80c4-add2-40654394c097	Cegos	تعزيز الشخصية الجازمة- الجزء الأول	0fed4232-d5bc-59d4-5539-fba8ba746afb
			تعزيز الشخصية الجازمة- الجزء الثاني	f85f9a8a-731f-2cb4-2502-f3261eba8541
مشروع شراء: تحليل الاحتياجات (FLASH - Retired)	08907d9a-4892-e0a4-55bd-bb16f63480ba	no language equivalent		
مفاتيح علاقات مستدامة مع العملاء (FLASH - Retired)	4f889f1c-0f84-a4f8-89f1-c0f851943748	Cegos	علاقات العملاء: بناء الولاء ضمن علاقات العملاء	
مهارات المدير العاطفية (FLASH - Retired)	2d17a8a8-c5c7-8984-050c-632803c27244	Cegos	معرفتك لنفسك بعمق تُحسّن مهارات التواصل لديك_الجزء الأول	b0ffba6c-efc1-c0c4-713a-80a921310451
مهارات المدير حسب الوضع (FLASH - Retired)	51a8fea1-69bd-6e04-f997-eb010951751e	Cegos	معرفتك لنفسك بعمق تُحسّن مهارات التواصل لديك_الجزء الأول	b0ffba6c-efc1-c0c4-713a-80a921310451
مهارة المدير بالنسبة للعلاقات (FLASH - Retired)	f27d1ee4-7025-2d74-8505-4e21c50b7a44	[coming soon from Cegos]		
وسائل تأكيد الذات (FLASH)	c7b656f8-2dee-8484-414f-e7e77ed6d3d3	Cegos	تعزيز الشخصية الجازمة- الجزء الأول	0fed4232-d5bc-59d4-5539-fba8ba746afb
			تعزيز الشخصية الجازمة-	f85f9a8a-731f-2cb4-

			الجزء الثاني	2502-f3261eba8541
وضع الأولويات أولا (FLASH - Retired)	d379e7d3-0a3b-2584-35e8-dbf46bfac987	Cegos	إدارة وقتك بطريقة استراتيجية	52d0a649-50ea-2f04-75ab-3d19ddf66ac5
وضع ميزانية مشروع (FLASH)	be25eabc-49c0-a234-4da3-e17cdf22f212	Cegos	إعداد ميزانية مشروع الجزء أ	ede892b8-38de-aa24-05c2-949f4f1911ec
			إعداد ميزانية مشروع الجزء ب	91400f1f-b9a1-c334-d56d-a66a122d073e
변화 관리: 과정과 도구 (FLASH - Retired)	40e8520a-77c2-9944-45e3-faf8917b3a8a	no language equivalent		
以最佳方式创建领导力 (FLASH)	d331ce25-b0ef-fb64-09a7-075628a6ecf4	Cegos	如何成功转型为管理者第一部分	756007e8-701f-40b4-b95f-28af2482449b
			如何成功转型为管理者第二部分	534104fb-05e3-d8a4-a124-e9c82d64d4ce
使用挣值法优化成本和期限管理 (FLASH)	4f88977b-4d3f-74f8-8977-b4d3ff284889	VideoArts	Finance and Budgets	36f1ed7d-ad86-cac4-ed1e-fa1b73d017db
创造性思维的5大秘密 (FLASH)	4f889952-0d85-04f8-8995-20d85b009387	VideoArts	Creativity & Innovation	d0e2294f-bbb8-7264-39b5-2e3b8ee6b9f4
协调管理者与专家双重角色 (FLASH - Retired)	4f88993a-90ad-04f8-8993-a90ad8136470	VideoArts	Practical Leadership	4026f274-df43-ac34-dd1f-f8fdee7d0179
卓越人际关系的3种杠杆 (FLASH)	4f8895cd-ada4-34f8-895c-dada4a462770	Cegos	卓越人际关系的3大支柱	7462343a-44ae-9454-95fc-8b74c17ee87c
发展情绪意识 (FLASH)	49ec11ef-4ed7-40f4-5508-342712fc654b	VideoArts	Emotional Intelligence	4e03a290-a1d9-fe44-6def-21abb5c8bf69
在项目团队中利用机遇 (FLASH)	34097ad4-49a5-6824-6944-40cdcdbaa1ce	VideoArts	Team Development	dbdf5387-70d4-3384-35a8-832299dd34b0
应对发言中的棘手问题 Course (FLASH)	4f889a63-7011-04f8-89a6-37011f500687	Cegos	应对发言中的棘手问题	2d008801-f98b-9e74-5d5a-f7fa25ba075d
开发一种人际沟通策略 (FLASH) (FLASH)	4f8895de-68bf-04f8-895d-e68bf6061937	Cegos	制定人际传播策略	74b162d3-64b7-90f4-55e4-4e0478508a52
情绪对工作的影响 (FLASH)	78fb29db-17a1-ca44-71e7-4984b9177071	Cegos	情绪对工作的影响——第一部分	e130180f-7e1e-b304-0987-2fa33e319d4b
			情绪对工作的影响——第二部分	df2c39f4-d5dc-b824-a13e-65864143c23

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掌握在线通讯 (FLASH - Retired)	4f889a73-d01e-e4f8-89a7-3d01fa406488	Cegos	有效调整沟通内容	74e948fe-ee95-d854-f586-676e6787c94f
有效分析重要客户 (FLASH - Retired)	4f8899df-f02d-b4f8-899d-ff02e3371186	VideoArts	Customer Types	5e44c8e1-a1fa-9ea4-49e7-ee9529e4950d
构建您的论点 (FLASH)	4f8896fb-4b72-34f8-896f-b4b731691067	VideoArts	Negotiating	24d49168-6fce-6b94-cd73-26e8bb53617a
激发并维持员工的积极性 (FLASH) (FLASH)	d71c934f-5c5d-80e4-4d03-dbf614976ea1	Cegos	激发并维持员工的积极性	63ce8f16-22b3-2d04-cd7f-11079a7b17c6
理解和积极表达愤怒情绪 (FLASH - Retired)	7883f6fa-4ec6-8e04-5945-bbc2b69379a6	VideoArts	When Things Go Wrong	d6420443-55ee-6014-a9b9-fa8958667b60
理解情绪失控的情形 (FLASH)	cb2eabb2-5339-ac34-2dea-e7fc6dfd2528	Cegos	管理者的情绪管理技能	16dad6b2-410e-5b04-4dcc-7e08174feacd
管理方式 (FLASH) (FLASH)	e580182b-d72d-9154-4ddc-7c6ea5bfea40	Cegos	管理方式	a4c3f8f5-1e16-39a4-d5f9-1e3c0c2660ae
管理者对提升员工领导力的支持 (FLASH - Retired)	da453d1d-4918-3064-c504-c9df16c9a7b5	VideoArts	Developing Your Team	3b58f087-2132-7654-6193-1c98a502ffd0
管理者的情境分析技能 (FLASH)	0d0ef8ed-3cd7-4a34-6943-0c56107c2f18	Cegos	管理者的情境管理技能	7a5aa702-89d0-0194-15a1-c1090d49fe a6
管理者的日常谈判 (FLASH)	4f889928-3174-24f8-8992-831749532048	Cegos	管理中的说服力——第一部分	ee9ec5ed-d840-0ef4-f56f-ba9f15ffd26b
			管理中的说服力——第二部分	f773e2c9-a125-fbd4-d595-f1fa48485695
精心准备一场成功的演讲 Course (FLASH - Retired)	4f889631-dd20-d4f8-8963-1dd218339139	Video Arts	Presentation is Everything: Presentation Skills	f9efe5b1-9072-6014-4d8c-4b303c4e5e78
经理人的行为自如性 (FLASH - Retired)	5537eaf9-b143-b374-0532-1ff07d51bf6f	VideoArts	Managing Yourself	c3fcb86f-b25b-fa94-dd14-b7f726ef3c23
认识你的沟通风格 Course (FLASH)	4f889a26-cee8-a4f8-89a2-6cee91993754	Cegos	认识自我沟通风格	f6fd4dd6-dc94-0804-e1b5-dddbcc477dfe
道德规范与正直原则在评估中的作用 (FLASH)	05eaf8b9-cc22-5584-fde1-8401cafd5c2a	VideoArts	Ethics	c79ed9bb-170f-3b04-1dd4-df676ccf03a7
采购策略 (FLASH)	4f8896d7-19ae-64f8-896d-719aec840572	VideoArts	Control and Close	68fcbac5-0b68-eb54-d101-3bb499c35cfb
非语言沟通与肢体语言	4f889a4d-1d9a-54f8-	VideoArts	Body Language and	b5c9a705-9534-ea5

同步学(synergology®) - 西方文化 (FLASH - Retired)	89a4-d1d9ab836392		Assertiveness	4-5d66-b05397d996b6
项目团队的行动计划管理 (FLASH - Retired)	4f889a02-9454-14f8-89a0-29454a246435	Cegos	行动计划的制定与实施	080254af-aefe-01d4-a968-f549f6666f28
项目管理要素 (FLASH)	4f88970d-6b29-a4f8-8970-d6b2a2764165	Cegos	项目管理要素——第二部分	3670a7a8-1ebd-1484-3177-11acfd050360
			项目管理要素——第二部分	3670a7a8-1ebd-1484-3177-11acfd050360
领导力最佳实践 (FLASH)	9861f19f-c2b7-7aa4-b568-5b81b5c981a9	VideoArts	Being a Leader	a385d4c3-7c0e-b664-69a4-861e423b48bc
领导变革：精诚合作 (FLASH)	26b4eca5-f776-f0b4-c178-15313f6049c4	VideoArts	Change	80a73470-5641-0ed4-099d-951e8b56e652
领导者的个人魅力和影响力 (FLASH)	0f1725a5-e8c1-cba4-f976-6230d0aa4242	Cegos	管理者的关系管理技能——第一部分	bbb3636e-f6f0-a064-fd2b-0351d87f874a