

Entrepreneurial Operating System (EOS) Course Outline (2 Year)

The Entrepreneurial Operating System (EOS), combines timeless business principles with a set of simple, practical, real-world tools to help entrepreneurs get what they want from their business.

EOS Worldwide offers comprehensive courses to entrepreneurs who want to implement EOS effectively within their business.

There are over thirty specific tools in EOS which are covered in twelve classroom setting courses. Each course is designed to help the individual and the organization as a whole to understand the importance of each tool and to master the message or use of each tool.

EOS is designed to teach leaders the leadership abilities needed to strengthen the 6 Key Components of a successful business: Vision, People, Data, Issues, Process and Traction.

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
FD	FOCUS DAY	<p>This introduction course introduces and dives into the principles of the Entrepreneurial Operating System (EOS).</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Learn why all organizations "hit the ceiling" and the 5 Leadership Abilities that are required to continuously break through that ceiling. ● Create the Accountability Chart for your organization, creating the right structure, clarifying roles and responsibilities. ● Establish the first set of Rocks for your organization and each person on your leadership team. ● Establish the Meeting Pulse for your leadership team and equip them to start experiencing Level 10 Meetings. ● Create the first draft of your Scorecard and teach your team how to use it in their weekly meetings. <p>Course Objectives</p> <p>After completing the course, participants will have:</p> <ul style="list-style-type: none"> ● Learned the 5 Leadership Abilities ● Created an Accountability Chart for their organization ● Established organization & individual Rocks for the next quarter ● Learned the Level 10 Meeting Agenda ● Established an organization Scorecard 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / person
VBD1	VISION BUILDING DAY 1	<p>In this course, participants will review all the tools they implemented in the Focus Day course.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Focus will be placed on making sure the tools are working for the leadership team and help everyone towards mastery of each tool. ● Discover what your organization's; Core Values, Core Focus and 10-Year Target. ● Begin working on answering the 8 questions on the Vision/Traction Organizer (V/TO). With the goal being to crystalize the vision of the leadership team, getting everyone on the same page. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Mastered the Focus Day tools ● Established a clear vision for the organization ● Established a clear plan to achieve the vision ● Clarified their issues (issues list) 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
VBD2	VISION BUILDING DAY 2	<p>In this course, participants will review all of the tools that we implemented in the Focus Day course.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Make sure the tools are working of the leadership team and get everyone to become comfortable with utilizing the tools. ● Review the Core Values, Core Focus and 10-Year Target. ● Answer the remaining 8 questions on the Vision/Traction Organizer (V/TO). With your goal being to crystalize the vison of the leadership team, getting everyone on the same page. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Mastered the Focus Day tools ● Established a clear vision for the organization ● Established a clear plan to achieve the vision ● Clarified their issues (issues list) 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
QP1	QUARTERLY PULSE 1 EOS MODEL	<p>In this course, participants will review the Rocks set in Focus Day session and see how your company did last quarter.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page with the vision for your organization. ● Complete an exercise to "pull it all together", review the big picture and see the progress you made. ● Conduct a review of The EOS Toolbox to make sure you are aware of all the tools, establish new Rocks for the next quarter, tackle/resolve all the key issues, review next steps and conclude. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● A clear vision, all on the same page ● A clear plan for the next quarter ● An understanding of the Issues Solving Track (IDS) tool and be able to use it effectively to solve issues permanently in the organization 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
QP2	QUARTERLY PULSE 2 LMA	<p>In this course, participants will improve their leadership and management skills through the introduction of Leading, Managing and holding people Accountable (LMA).</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Learn the 5 habits of great leadership and the 5 habits on how to be a great manager. ● Review your prior quarterly Rocks and assess how you are progressing with the 6 Key Components. ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page with the vision for your organization. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Understanding of the critical elements of leadership and management and how these create accountability in their organization. In addition, the participant will also be able to measure their own progress in this area. ● Utilized the LMA checklist with your direct reports ● A clear understanding of your role as a leader and a manager ● Master of the Accountability Chart tool 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
AP1	ANNUAL PULSE 1 TEAM HEALTH	<p>In this course, participants will review prior 1-Year Plan and previous quarterly Rocks.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Work on Team Health exercises to strengthen the Leadership Team. ● Check the progress that has been made with using the tools followed by a S.W.O.T. Analysis to help you smoke out all of your issues and add them to the Issues List. ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Understanding of the 5 dysfunctions of a team ● Increased team health ● A clear vision, all on the same page 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
AP2	ANNUAL PULSE 2 1 YEAR PLAN	<p>In this course, participants will review the 3-Year Picture and create a new 1-Year Plan.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Establish Rocks for the next quarter. ● Tackle all the key issues, review the next steps and conclude. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Clear plan for next year ● Resolved all the key issues 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
QP3	QUARTERLY PULSE 3 8 CASH FLOW DRIVERS	<p>In this course, participants will be introduced to the 8 Cash Flow Drivers.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Learn the 8 measurable drivers that affect cash flow and determine which leadership team member is accountable for them. ● Review your prior quarterly Rocks and assess how you did last quarter. ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page with your vision for your organization. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Understanding of the major drivers of cash and profit in your business and identify better Scorecard measurables ● Established monthly and quarterly budget ● Established monthly and quarterly profit & loss (P&L) statement ● Established executive level Scorecard and key performance indicators (KPI's) 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
QP4	QUARTERLY PULSE 4 KOLBE PROFILING	<p>In this course, participants will learn about Kolbe Profiling.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Facilitate an understanding of your conative, instinct-based natural abilities and those of others in your organization. ● Take the Kolbe Assessment and we will review and discuss the results and how the results work within your organization. ● Review your prior quarterly Rocks and see how your company did last quarter. ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page with the vision for your organization. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Utilized Kolbe Profiling to understand themselves and others around them better. They will also understand the relationship with the Accountability Chart, Kolbe and have a tool that will elevate their hiring practices. ● Ensure their organization is healthy by having the right people in the right seats ● Established a clear plan for the next quarter ● Resolved all key issues 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
QP5	QUARTERLY PULSE 5 CORE PROCESSES	<p>In this course, participants will dive into Core Processes using the 3 Step Process Documenter tools.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Identify your organization's core processes, breakdown each one and document it. Some of these process may include; HR, sales, marketing, operations, accounting and customer retention. ● Review your prior quarterly Rocks and see how your company did last quarter. ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page with the vision for your organization. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Completed a Core Processes package for the organization. ● Understood the process required to identify, document and implement the Core Processes in your department and the rest of the organization. ● A clear plan for the next quarter ● Resolved all key issues 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
AP3	ANNUAL PULSE 3 FOCUS, ACCOUNTABILITY & DISCIPLINE	<p>In this course, participants will learn the Clarity Break, Partnership Rules of Engagement and Delegate and Elevate tools.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Review the 5 foundational tools, the prior year and previous quarterly Rocks. ● Review prior 1-Year Plan and previous quarterly Rocks. ● Work on Team Health exercise to strengthen the Leadership Team. ● Assess the progress that has been make with the 6 Key Components. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Understood what you are truly great at and love to do and which roles to delegate as the organization grows. ● Understood the importance of 'thinking' time and working 'on' the business and be executing effective, scheduled Clarity Breaks yourself. ● Have the Foundational Tools completely rolled out in the organization 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
AP4	ANNUAL PULSE 4 VISION, TRACTION, HEALTHY	<p>In this course, participants will cover the 555 tool and the Trust Builders tool in addition to a comprehensive assessment of achieving a minimum 80% in the 6 Key Components: Vision, People, Data, Issues, Process and Traction.</p> <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● An understanding of the importance of trust in the organization and will understand and be effectively using these Trust Builders to build or repair trust within their teams. ● The ability to run an effective quarterly conversation with their direct reports. ● Achieved 80% in the assessment of the 6 Key Components. 	Jason Schreiner	Classroom	10	\$2,000

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
MM1	MID-MANAGERS EOS MODEL	<p>In this course, participants will dive into the principles of EOS for Mid-Managers.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Learn why all organizations "hit the ceiling" and the 5 leadership abilities that are required to continuously break through the ceiling. ● Get clarity on the organization and individual Rocks for your organization and each person on your leadership team. ● Establish the Meeting Pulse for your leadership team and get clarity on the Level 10 Meetings. ● Get clarity on your Scorecard and teach your team how to use it in their weekly meetings. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Learned the 5 leadership abilities ● Clarity on the Accountability Chart for their organization ● Clarity on the organization & individual Rocks for the next quarter ● Clarity on the Level 10 Meeting Agenda ● Clarity on the organization Scorecard ● Progressed towards improving leadership and management skills 	Jason Schreiner	Classroom	10	\$400

Course Code	Course Name	Description	Instructor	Instruction Type	Hours	Cost / Person
MM2	MID-MANAGERS LMA	<p>In this course, participants will improve your leadership and management skills through the introduction of LMA (Leading, Managing and holding people Accountable) for Mid-Managers.</p> <p>Participants will:</p> <ul style="list-style-type: none"> ● Learn the 5 habits of great leadership and the 5 habits on how to be a great manager. ● Review your prior quarterly Rocks and assess how you are progressing with the 6 Key Components. ● Review the entire Vision/Traction Organizer (V/TO) making sure everyone is on the same page with the vision for your organization. <p>Course Objectives</p> <p>After completing this course, participants will have:</p> <ul style="list-style-type: none"> ● Understanding of the critical elements of leadership and management and how these create accountability in their organization. The participants will also be able to measure their own progress in this area. ● Utilized the LMA checklist with your direct reports ● A clear understanding of your role as a leader and manager ● Clarity on the Level 10 Meeting Agenda ● Mastery of the Accountability Chart tool 	Jason Schreiner	Classroom	10	\$400

Canada - Alberta Job Grant (CAJG)

<https://www.alberta.ca/canada-alberta-job-grant.aspx>

Canada - Saskatchewan Job Grant (CSJG)

<https://www.saskatchewan.ca/business/hire-train-and-manage-employees/apply-for-the-canada-saskatchewan-job-grant>