







The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header  [List View](#)**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Clarification Request](#)**Procurement Folder:** 903416**Procurement Type:** Central Contract - Fixed Amt**Vendor ID:** VS0000037748 **Legal Name:** Workforce180, LLC**Alias/DBA:** Workforce180, LLC**Total Bid:** \$22,500.00**Response Date:** 09/08/2021 **Response Time:** 11:25**Responded By User ID:** 1013 **First Name:** Jerry**Last Name:** Mattiace**Email:** jerry@workforce180.com**Phone:** 917-549-3909**SO Doc Code:** CRFQ**SO Dept:** 0323**SO Doc ID:** WWW2200000002**Published Date:** 9/2/21**Close Date:** 9/14/21**Close Time:** 13:30**Status:** Closed**Solicitation Description:** Addendum 1 : Case Management
Online Training  **Total of Header Attachments:** 2**Total of All Attachments:** 2

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	On-line Case Management Certification Training Course	25.00000	EA	900.000000	22500.00

Comm Code	Manufacturer	Specification	Model #
80000000			

Commodity Line Comments: Case Management Certification consists of 3 training courses lasting over 20+ hours delivered on line in a multi media format. we will also provide a scheduled live Kickoff, featuring Dr. Beverly Ford, via Zoom for all registrants. The above pricing reflects a \$150.00 per person discount.

Extended Description:

One-time purchase for 25 participants for on-line Trade Adjustment Assistant Case Management Certification training per specs attached herein



Dr. Beverly Ford



CASE MANAGEMENT COURSE CURRICULA

CASE MANAGEMENT 1: MOTIVATING 5+ HOURS

SECTION 1 THE FOUNDATION	SECTION 2 THE PROCESS	SECTION 3 THE CASE NOTES
Introduction What is Case Management? Helping vs. Empowering The Process of Case Management Knowledge Check Exam Handouts	Introduction Effective Assessment Motivating the Unmotivated Power of Partnership Knowledge Check Exam Handouts	Introduction Managing Your Caseload Case Notes For You Following Up Knowledge Check Exam Handouts

CASE MANAGEMENT 2: PARTNERING 9+ HOURS

SECTION 1 FOUNDATIONAL SKILLS	SECTION 2 ENHANCING THE PARTNERSHIP RELATIONSHIP	SECTION 3 ADVANCED TOOLS
Hear Them Out Influencing Attitudes and Behaviors The Difficult Conversations Knowledge Check Exam	Sharing YOUR Story Putting It All Together Strategies for Problem Solving Knowledge Check Exam	Expanding Your Bag of Tricks Crisis Case Management Knowledge Check Exam

SECTION 4 - THE WIOA CONNECTION

Transforming Case Managers Into WIOA Career Planners
 Progressive Employment as a WIOA Solution
 Connecting WIOA Career Planners to Business Services
 Knowledge Check Exam

CASE MANAGEMENT 3: COACHING 5+ HOURS

MODULE 1: CLEAR STATE	MODULE 2: CURIOSITY & EXPLORATION	MODULE 3: CONNECTION & TRUST
Module 1 - Introduction to Clear State The 5 Frames of Coaching What's Your Why? Perceptions & Projections Part 1 Perceptions & Projections Part 2 Beliefs Filters Body Language Positivity Emotional Intelligence Empathy	Module 2 - Introduction to Curiosity & Exploration Nudge for Change Part 1 Nudge for Change Part 2 System 1 & System 2 Thinking The Theories Behind Change Putting it all together Language of Influence Part 1 Language of Influence Part 2	Module 3 - Introduction to Connection & Trust Model of the World Introduction to the Demonstrations Pacing Demonstration Building Connection & The PEARLS System

MODULE 4: CHANGE & INFLUENCE

Module 4 - Introduction to Change & Influence
 Strengths
 Values
 Eliciting Values Demonstration
 Beliefs
 Limiting Beliefs Demonstration
 The Change Process
 Desired Outcomes Demonstration
 Way2Work
 Goals into ACTIONS

CASE MANAGEMENT CERTIFICATION

Available
now!

Featuring Dr. Beverly Ford & Maria Smith

- 100% Online
- Self-Paced & Self-Directed
- Multi-Media with Videos, Podcasts, Webinars & more!
- Login anytime from any internet capable device
- Module Exams + Certificate of Achievement
- 20+ hours of learning content
- 3000+ workforce professional graduates since 2018!

TOPICS INCLUDE:

- The Five Frames of Coaching
- Motivating the Unmotivated
- Managing Your Caseload
- Helping vs. Empowering
- Perceptions and Projections
- Using Emotional Intelligence
- Strategies for Problem Solving
- Case Notes Are For You
- Theories Behind Change
- The Language of Influence
- Building Connections
- Using the PEARLS System
- Turning Goals Into Actions
- The WIOA Connection
- + Much more!

PRICING & INFO:

- \$350 per person for CM1 or CM2*
- \$900 per person if all three purchased together
- **CM3 is only \$300 per person for those who have completed CM1 & CM2*
- More info at:
- info@workforce180.com
- www.workforce180.com/case

