



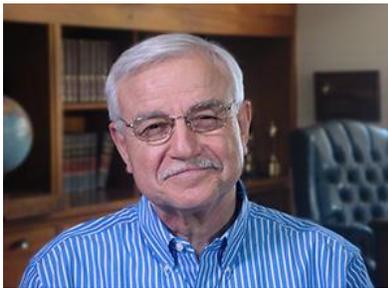
Social Emotional Intelligence Training

About SEiT

Research and experience in the area of human relationships reveal that successful interactions between people are usually the direct result of specific and learned interpersonal skills. It should be no surprise that those same skills are equally effective whether you apply them at work, at home or in your community. That's where SEiT can help.

SEiT is a national social and emotional intelligence training and workforce effectiveness company. We create customized, research-based social and emotional intelligence training, coaching and consulting solutions that build organizational capability and improve the individual skills necessary to grow better leaders, teams and a more confident, interpersonally-agile workforce.

Stephen J. Sampson, Ph.D., SEiT Founder & CEO



Dr. Steve Sampson has been teaching social intelligence, and leadership skills for over 45 years. He is a nationally recognized Master Trainer in Interpersonal Communication Skills since 1977 and has presented that training to over 300 agencies and organizations in 40 states.

He is a former Assistant Professor of Criminal Justice at Georgia State University from 1979 to 1985. In 2004, he retired from his position as a Clinical Professor in the Counseling Psychology at Georgia State University (1995-2004). He recently retired as Executive-in-Residence Professor at the College of Justice and Safety at Eastern Kentucky University (2009-2016). He developed an Institute for Social Intelligence and Leadership.

As a **Licensed Psychologist**, he is a nationally recognized counseling psychologist who works with various law enforcement and public safety agencies conducting pre-screening potential candidates, psychological fitness for duty evaluations, and post-shooting debriefings. Dr. Sampson also has conducted management training for several federal government agencies (FBI, NSA, DEA, USSS, DOE, FBOP, FLETC and OPM).

SEiT Redefines Social Effectiveness

SEiT's social and emotional intelligence training programs capitalize on Founder Dr. Steve Sampson's more than four decades of observations and research regarding human interaction to improve your social fitness. All trainings integrate a "Tell" (lecture), "Show" (demonstration), "Do" (practice) and "Feedback" (coaching) learning paradigm. This approach ensures maximum retention and application of the skills learned. Additionally, many SEiT programs have Continuing Education Credits associated with them.

Public Safety Training

Public Safety training delivered by SEiT integrates proven content, deep customization and expert perspective to help you meet your exact development needs. Law Enforcement, Corrections, Fire/EMS and Military benefit from our training solutions because they produce better outcomes for our clients' mental, social, emotional and moral resilience. Trainings include: **Applied Social Intelligence, Leaders Without Titles, Quiet Cop, Fit For Duty** and **How to Be In a Personal Relationship**.



Professional Development

SEiT's customized professional development solutions help leaders prepare their organizations to execute strategies and achieve social fitness objectives through enhanced collaboration. We focus on developing competencies characteristic of today's most successful leaders. Using these attributes, we train people to improve their ability to lead at every level of experience, regardless of title. Trainings include: **Applied Social Intelligence** and **Leaders Without Titles**.



Personal Development

At SEiT, we know every professional is a person first. That's why we partner with you to develop continuous learning solutions that help change behaviors that enhance the effectiveness of interpersonal interactions. While you may not be able to change your work stressors, we can help change the way you respond to those stressors when you are with friends and family. Trainings include: **How to Be In a Personal Relationship** and **Police Marriages and Personal Relationships**.

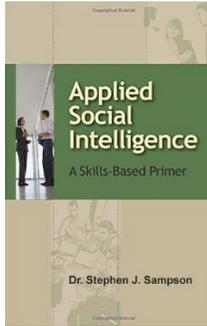


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SEiT Training & Resources

Applied Social Intelligence

By Stephen J. Sampson, Ph.D.



What is Social Intelligence?

Social Intelligence is the ability to relate successfully to people of all levels regardless of race, gender, age, role, or status within an organization.

Successful interactions are critical to morale, productivity and motivation. Non-successful interactions can increase grievances, turnover and absenteeism. Applied Social Intelligence training and resources will help you master the skills and intelligence you need to establish the strong interpersonal relationships essential to success in the workplace and at home.

Who needs this Customizable Training?

Any person in any field can benefit from this training, but it has been especially successful with:

- Public Safety personnel,
- Field training officers and instructors, and
- Personnel in regular contact with the public.

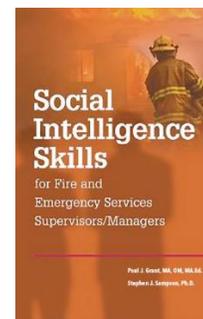
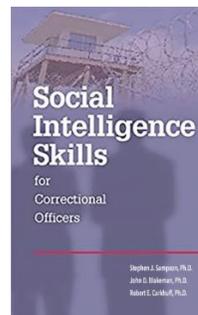
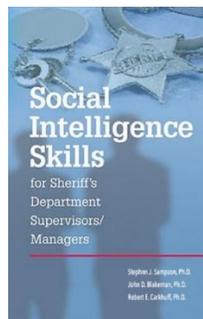
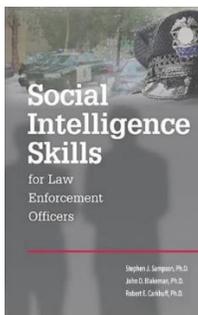
What people say about *Applied Social Intelligence* training:

“Steve can diffuse the most irresolvable of confrontations and leave people feeling respected and understood.”

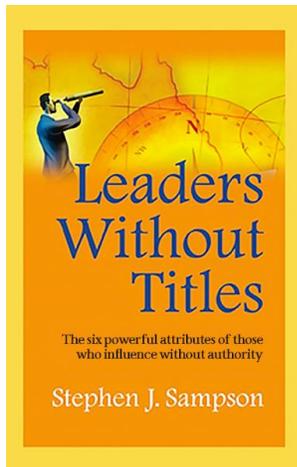
Trudy Boyce, Retired Lieutenant, Atlanta Police Department

“The most important training a law enforcement officer or manager will ever receive is Dr. Sampson’s social intelligence skills training program.”

Bob Moody, Former President, International Association of Chiefs of Police



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Leaders Without Titles

A New Perspective on Leadership

By Stephen J. Sampson, Ph.D.

Finally, a book and training program that goes beyond the “leadership-by-lecture” methodologies of previous textbooks and popular media.

Many leaders are placed in positions of power due to political connections, formal education, personal charisma, vocational experience, and/or socio-economic status. Although these criteria may have a connection with leadership ability, they often leave out the fundamentals for being a good leader: a person’s personal make-up. A leader’s personal inadequacies can often lead to leadership failure.

This training addresses six competencies that are critical in a person’s leadership ability. They are **intellectuality** (how to think), **sociability** (how to relate to others), **emotionality** (how to manage emotions), **personability** (how to take personal responsibility), **morality** (how to be ethical) and **physicality** (how to take care of your physical fitness and well-being). And although there are relatively few people who can achieve maximum performance in each of these six competencies, a leader who knows his/her flaws in these competencies can benefit from recognizing them.

What people are saying about *Leaders Without Titles*:

“Dr. Sampson has offered an understanding into the dynamics of leadership and the thinking that creates leaders, both men and women, in a structured, easily understood, pattern that reads like a novel, builds to a climax and, most importantly, delivers like a text without the rote that so easily stumbles the reader. Read it two times. It’s worth even more the second time around.”

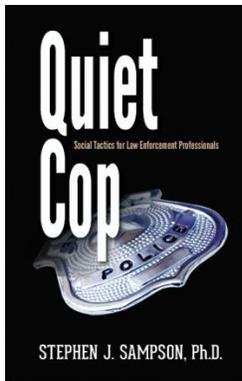
O’Neill Williams, Radio and Television Personality, “O’Neill Outdoors”

“Leaders Without Titles is a must read for anyone in leadership or aspiring to become a leader. The six attributes identified to complete a leader make the reader aware of the importance of recognizing informal authority in individuals, especially in the workplace. All leaders, managers and supervisors should read this book. It is an easy read with examples of real-life stories, complete with a self-administered technical assessment at the end of each chapter.”

Winnifred McPherson, Retired Major, Broward County Sheriff’s Office



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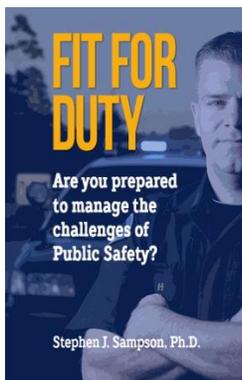
Quiet Cop

Social Tactics for Law Enforcement Professionals

By Stephen J. Sampson, Ph.D.

Traditional law enforcement training places primary focus on knowledge of laws and tactics. Very limited instruction is placed on effective officer-to-citizen communication. As a result, many complaints against officers that are received and investigated by law enforcement agencies are due to how the officers reportedly

Quiet Cop takes the essential officer training on law and tactics to the next level. In **Quiet Cop**, officers learn advanced social skills guaranteed to help them reduce the number of complaints received by a law enforcement agency and build more positive and trustworthy relationships with citizens in the community. These tactics focus on every possible social encounter an officer/deputy may have. This includes simulated encounters with citizens, witnesses, victims, suspects, offenders and the mentally disabled. It is where community policing meets the rubber in the road.



Fit for Duty

Are you prepared to manage the challenges of Public Safety?

By Stephen J. Sampson, Ph.D.

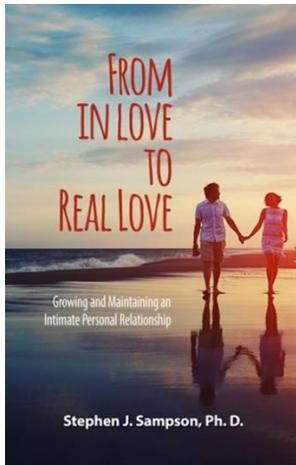
Are you prepared to manage the challenges of Public Safety? Constant exposure to life's unfairness and trauma can have long-term negative effects on a person's well-being.

Public Safety occupations are particularly vulnerable to these effects due to the nature of the jobs. The well-documented and sometimes hidden incidences of substance abuse, divorce, losing self-control and suicide in Law Enforcement, Fire/EMS and Military work needs to be addressed proactively and not just reactively. Enter **Fit for Duty**.

The goal of this training is to provide individuals, leaders and teams in Public Safety with the technical skills they need to increase self-control and develop mental, emotional, social and moral resistance to the traumas of their jobs. It is a "how to" course that promotes actual techniques proven to work.



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How to be in a Personal Relationship: From In Love To Real Love

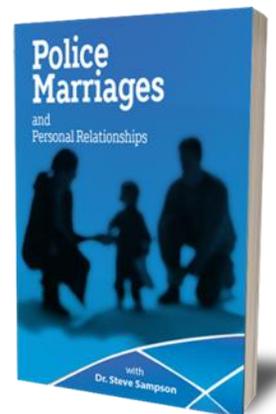
Introducing a skills-based approach to creating and maintaining a positive personal relationship while facing the stressors of work and life.

By Stephen J. Sampson, Ph.D.

Do you know the difference between lust and love, attraction vs. infatuation, attachment vs. detachment? Do you know how to maintain passion, build intimacy, increase commitment, improve communication? **How to Be in a Personal Relationship** training and resources uses a skills-based approach to teach the social, intellectual and emotional skills you need to create a lasting and intimate relationship, whether you're married, engaged or in a committed partnership.

Plus, Developed Especially for Law Enforcement: Police Marriages Training

Developing a lasting personal relationship is hard work for everyone. But finding and keeping relationships can be especially difficult for Law Enforcement. Due to the nature of the job, officers face unique stressors. According to national research: 40% of officer families reported experiencing domestic violence; 40% to 50% of male officers surveyed anonymously reported they had gotten out of control in the previous six months with family members; Divorce rates in police marriages are significantly higher than national norms. This training gives officers actual techniques proven to work to help overcome these daunting statistics.



What people are saying about *How to be in a Personal Relationship (From In Love To Real Love)*:

"The police marriage and relationship class was the best class I have been to in a long time...I would recommend it to everybody. Everybody will benefit in their personal and professional lives from this class."

Paul Grata, St. Petersburg Police Department

"Dr. Sampson...Everyone has raved about [this] course and recommends it highly. I can personally add that I have been approached by at least a dozen people who took your course, each of whom have expressed to me personally how valuable your course is and how they appreciated that we brought it to our department."

Victor Beecher, Director, Training Division, Milwaukee Police Department



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SEiT's Psychological Testing Services



SEiT's psychological testing program specializes in three key organizational areas of Public Safety personnel:

- **Pre-Employment Screening**
- **Fitness for Duty Evaluations**
- **Post-Incident Evaluations**

As a Licensed Psychologist, SEiT CEO and Founder Dr. Steve Sampson is a nationally recognized counseling psychologist who works with various public safety agencies conducting pre-employment screening, fitness-for-duty evaluations, post-shooting and critical-incident debriefings since 1982. He currently provides pre-employment psychological evaluations to over 80 Public Safety Agencies in the state of Georgia. Dr. Sampson and his team have a proven track record of success when conducting psychological testing for law enforcement agencies.

When considering psychological testing for your agency, important factors to consider include:

- Validity (Content, Concurrent, Predictive)
- State versus Trait Issues
- Error Variance
- Fatigue
- Personal problems at the time of the test
- "Faking good"
- Mismatching answer sheets
- How the tests were developed

SEiT's evaluation program will screen out applicants and recommend "no hire" for several reasons:

- **Insufficient Intelligence:** This candidate will have extreme difficulty learning procedures and will be less likely to use good judgment.
- **Emotional Intelligence:** Those individuals suffering from an emotional illness that may endanger themselves or society and are clearly poor choices for public safety work.
- **Highly Exploitive, Destructive or Manipulative Personality Traits:** These individuals are poorly suited for many jobs, but especially for public safety work where they would have substantial discretionary control over others.
- **Self-Destructive Tendencies:** Such persons are likely to display poor judgment and recklessness and are therefore eliminated.



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