

Professional Certification, Training & Education

Jasper A. Welch, III.

Formal Education:

Bachelor of Science, 1975, **University of Colorado**, Boulder, Colorado
Bachelor of Science, Degree with Distinction
School of Business, 1991-1993, **Fort Lewis College**, Durango, Colorado
24 credit hours of coursework in School of Business Administration

Professional Development:

U.S. Chamber of Commerce, 1980-82, **Institutes for Organization Management**
University of Colorado, Boulder, CO campus
Certified Trainer & Consultant, 1991, **Professional Dynametric Programs (PDP)**
Woodland Park, Colorado, behavioral trait assessment systems
Colorado Municipal League, 1991-94, **Certified Elected Official** program
Denver, Colorado [completed 30+ hours of 30 hours required]
Western Entrepreneurial Network, 1996, **Nx Level Certification**
Denver, CO, certified entrepreneurial instructor/trainer
San Juan College, March 1997, **Certified Zenger~Miller** trainer/facilitator
Farmington, NM, management skills training & development
Miller/Heiman, Sept 1996, **Strategic Selling** seminar
PDP, Inc. sponsored on-going advanced sales training for consultants
Farrell Group, 8/98, 10/02, **Master Communications Seminar**
Littleton, CO, public speaking & communications training program
Quality New Mexico, 2000, **Examiner** (for Quality NM program)
Albuquerque, NM, examiner for QNM applications in New Mexico
Quality Toastmasters, 2003, **ATM-Bronze** speaking certificate
Farmington, NM club, part of www.toastmasters.org

Classroom and Workshop Instructional Experience:

US Chamber of Commerce, 1994-02, **Institute** for Organizational Development
Instructor for strategic planning, leadership, ethics, 'life-balance'
San Juan College, April 1997-, **Business & Industry** trainer, Farmington, NM
Zenger~Miller certification: Instructor for various mgmt topics
Fort Lewis College, 1992-99, Small Business Development Center,
Co-instructor for *NxLevel Leading Edge* Intensive Training Course
Fort Lewis College, 2005-, **SBDC Seminars**, Durango, CO
MfS Coach for Marketing for Smarties workshops & Challenges
Fort Lewis College, fall 1996, **Marketing Management**, Durango, CO
Part Time Faculty, instructor for 4 credit hour marketing class
Fort Lewis College, 1997, **Center for Professional Education**, Durango, CO
Instructor, Interim Program Coordinator, workshop series (marketing)

State of Colorado, Office of Business Development, 1996, **NxLevel** training
Instructor for NxLevel entrepreneurial business training, Durango, CO
 San Juan College, Enterprise Center, January 2000-, Director, Farmington, NM
Director, presentations on various business & management topics
 Marketing for Smarties, **Master Coach**, 2004- , Farmington & Durango, CO
 14-Step Marketing process for entrepreneurs by Mr. Don Warner

Topical Index of Courses, Workshops and/or Facilitations presented:

Advertising & Promotion	Market Research & Planning
Business Plans	Community Leadership
Time Management	Ethical Leadership
Decision Making for Business	Facilitation for Exec Teams
Six Thinking Hats	Strategic Planning
Teambuilding, Communications	Management Training
Public Speaking	NxLevel Business Training
Printing & Graphics (Specifying and Project Implementation)	
Leadership Programs (presentations on Leadership)	
Board of Director training (non-profit, corporate, gov't agencies)	
Career Planning & Life Balance	Creativity & Problem Solving

Articles & Columns on Business Topics for Publications:

Cross Currents, a Journal of Life in the Four Corners, Farmington, NM
 "In Business" column on a monthly basis, 1993-1998
Four Corners Business Journal, monthly business publication, Durango, CO
 "On Management" column on a monthly basis, 1993-1995
 Jasper Welch, Four Corners Management Systems, Durango, CO
 Web URL: <http://www.jasperwelch.org>

Facilitation Expertise & Client Project Expertise:

Public Information Programs: Creation, design and implementation of public info programs, including media relations & news scanning
Strategic Planning Retreats: facilitation of numerous of retreats for Boards, City Councils, companies and agencies. Including survey research, director interviews, organizational development, strategic reports.
PDP Pro & Team Scan: personnel development and interpersonal communications using PDP instruments to assist organizations. Individual profiles, team profiles, motivation, stress mgt, worksheets.
Board of Director Development: assistance and training for Boards and Commissions in various areas. Communications, change mgmt, resistance mgmt, organizational cultures, skillful discussion.
Visioning & Priority Setting: research & facilitation for agencies, non-

profits, organizations and communities; including SWOT analysis, priority setting, goal setting, visioning and strategic positioning.

Communications Strategy: research and facilitation for organizations on intra and inter organizational communications. Use of PDP, surveys workgroups and spreadsheets to assist in developing strategies.

Business Plan/Marketing Plan Development: instruction, facilitation, encouragement, and assistance with entrepreneurs on developing business & marketing plans. Executive consultation & strategies.

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