



unlocking the potential of your people through customized training and performance solutions

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November 25, 2003



**Entelechy (en-tel'-a-key);**  
 a Greek word meaning "unlocking potential." Your employees need **entelechy!**

**Key Archives**

Browse through past archives of *The Key* for more valuable tips to help increase performance.

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**Free Stuff!**

Download free training and performance tools, documents, and more.

[Free Stuff](#)

*Entelechy's Newsletter for Trainers, Managers, HR Professionals and Others Responsible for the Performance of Others.*

**CLEANING HOUSE**

As most of you know, Entelechy has switched over to HTML format for its newsletter. In the process, we're learning lots of things. One of the things we've learned is that many companies have installed filters to block unwanted email from clogging your desks.

If you stop receiving the newsletter in the future and you haven't unsubscribed, go to <http://unlockit.com/thekey.htm>, enter your email address, and click on the Subscribe button. If you are thanked for updating your information, you were already subscribed and the newsletter is not getting through your filters.



Notify your system administrators to accept email from unlockit.com. Or unsubscribe your existing email address and subscribe using an email address that will not block the newsletter.

Now's a good time to let your friends and colleagues in on the trainer's best kept secret on the Internet - Entelechy. We truly are here for you! With our free tips, inexpensive resources, and customizable training modules where you receive the source files for your own customization, Entelechy is a dream come true!

**GIVE PARTICIPANTS SOMETHING TO FLIP OVER**

For those of you who do classroom training, here is a novel approach to ensure that everyone is following along. It's also a great way to quickly test every participant to see who's getting it and who's not. Read my article at Presenters University: [http://www.presentersuniversity.com/courses\\_visual\\_aids\\_visuals\\_vehicle\\_flip.php](http://www.presentersuniversity.com/courses_visual_aids_visuals_vehicle_flip.php)

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While you're there, check out the other



1.800.3POTENTIAL  
[info@unlockit.com](mailto:info@unlockit.com)



wonderful information they have to help you increase your effectiveness as a stand-up (and stand out) trainer!

(This information comes from Delivering High Performance Training and Delivering for Results, modules in Entelechy's High Performance Training and High Impact Training programs. See <http://unlockit.com/HPT.htm> for more information.)

### GAMESHOW PRO 3.0

Attention is the prerequisite to learning. You can't learn if you're not engaged.

As I mentioned in the previous article, I am a no-nonsense trainer. I believe that specific content is best taught using proven techniques. (See the eGuide on Five Content Types for my training design bible: <http://unlockit.com/eguide-HPT-DTFC-EG.htm>.) There is no frivolous brainstorming, no ropes, no plastic toys, no group hugs.

However, there ARE games. Why? Because games - when properly designed so that they achieve a specific purpose - work! They simultaneously teach and test. And the competitive factor adds excitement.

One of the gaming products we at Entelechy have enjoyed using and recommending is Gameshow Pro (now on version 3.0). We use Gameshow Pro to introduce and reinforce factual information in a fun and engaging way.

Gameshow Pro allows you to create and save an unlimited number of games using one of three game shells. There's the familiar "Jeopardy" style shell in which participants select questions of varying values in different categories. In the "Family Feud" style shell, participants win points based on the values assigned to their answers. There is also a "Tic-Tac-Toe" shell. Optional shells include Final Answer ("Who Wants to Be a Millionaire" format), Wheel of Knowledge (patterned after "Wheel of Fortune"), and Question Bowl (a college-bowl format).

You can choose between two and five teams as well as select the number of categories and questions per category. Gameshow Pro 3 lets you input team names, topics, and questions and answers. Numerous options let you determine match length, set timers and point values, select basic or "wacky" sounds and "hide" bonus questions.

Gameshow Pro 3 supports open-ended questions and multiple-choice questions. Open-ended questions force students to come up with the right answer from

memory. Multiple-choice questions offer students between 2 and 4 options to choose from. You can mix both styles throughout a game.

Choose from three ready-made gameshow logos or import one you create. For musical accompaniment, select fanfare music from our library OR import your own! Gameshow questions can include pictures, sounds, and movies, too.

Get extra training and teaching mileage with each gameshow question! Gameshow Pro 3's "info" feature lets you include additional content -- text, pictures, sounds, or movies -- AFTER each gameshow question.

Commands or Mouse Optional on-screen buttons let you simply mouse click your way through a gameshow. Or, you can use simple keyboard commands.

Optional Gameshow Pro 3 Buzzer Systems are available. No more guessing who was first to ring-in! Unlike standalone ring-in methods, these buzzer systems automatically activate a team's score box, allowing a gameshow host to concentrate on the game itself. Best of all, they're lightweight, portable, and require no external power!

Standard Configuration licenses support content review activities in the classroom (instructor-led mode) or anywhere students want to play games (self-directed mode). The optional Runtime Configuration allows curriculum developers to control the training content they distribute. Package self-directed games within CBT modules or distribute "fixed" content to a distributed training team. Unlimited Runtime licenses even allow you to distribute games via the Internet!

Get a free demo of Gameshow Pro 3.0 by clicking on the Gameshow Pro icon at [Entelechy's website](#) or here:



Get serious about your training; use a game!

## HEADS UP - THE GIVING BEGINS AT ENTELECHY

It's the time of season when thoughts turn to giving. In the next issue of The Key, Entelechy will provide free stuff to all subscribers to The Key. Some of this stuff was offered before for a limited time; some of it will be new. All of it will be available only to subscribers.

Send this notice to all of your friends and colleagues and be a hero! Tell them to go to [www.unlockit.com](http://www.unlockit.com) and sign up for The Key now! Then tell them to wait for the next issue for tons of good training, management, sales, and customer service stuff free! The giveaway will last only a few days, so stay tuned!

## MAILING AND PRIVACY INFORMATION

You have received this email because you are in Entelechy's database of people that we've interacted with directly or indirectly or you've signed up for The Key. If you've received this email in error, please click on <http://unlockit.com/optout.htm> to be removed immediately from our mailing database with our apologies. (If you have trouble with the opt out link, please reply to this email directly and I'll personally remove your name.)

Send this email to your friends and colleagues who may be involved in training and the performance of others and could benefit from FREE performance tips, tools, and techniques.

Entelechy will not sell, rent, or otherwise provide anyone else your membership information for any reason. Period.

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