

November 2025 Training Highlight



Hard Skill Highlight: Negotiation

Podcast Episode: 15. The Art of Negotiation: How to Get More of What You Want ([Spotify](#) or [Apple](#))

Book or Article: [The Art of Negotiation by Michael Wheeler](#)

Video: [Negotiation skills for life: how to succeed when it matters most | Matthias Schraner | TEDxZurich](#)



Soft Skill Highlight: Motivation

Podcast Episode: Try It For 1 Day: Do This Every Morning to Boost Motivation & Focus ([Spotify](#) or [Apple](#))

Book or Article: [The 5 Second Rule by Mel Robbins](#)

Video: [The psychology of self-motivation | Scott Geller | TEDxVirginiaTech](#)

Case Western Reserve University's
Professional Development Center

Training Access Instructions

Academic Impressions

- Login to your account at [Academic Impressions](#)
- Use your CWRU credentials (abc123 and password) to access member benefits
- Type in the name of the training you are interested in from the first page of this handout in the search bar
- Browse other Academic Impressions offerings by entering your desired area in the search box

AllOne Health (formerly IMPACT Solutions)

- Visit [our website](#) for detailed information on AllOne Health, CWRU's Employee Assistance Program, and to learn how to create your account
- For any questions on AllOne Health, their services, or your eligibility, please contact askhr@case.edu

Professional Development Training

- Visit [our website](#) to view the training workshop calendar
- Once you locate the training workshop you would like to take, please click on the title of the training and register through CampusGroups
- For any questions regarding training, please contact askhr@case.edu

