



Price List and Order Form

Date of order _____ Date needed by _____ PO# _____

Licensee name _____ Phone _____ E-mail _____

Special Instructions: _____

Payment information: Credit card # _____ - _____ - _____ - _____ Expiration date _____ CVV Code _____

Check (Make payable to The Schutz Company)

Customer VAT/Tax ID for international order _____

Billing information:

Name _____

Organization _____

Address _____

City _____ State _____

Zip/Postal Code _____ Country _____

Phone _____

E-mail _____

Shipping information (if different from billing information):

Name _____

Organization _____

Address _____

City _____ State _____

Zip/Postal Code _____ Country _____


Phone _____

E-mail _____


QUANTITY DISCOUNTS for sets of:
 50–99: **5% off** • 100–249: **10% off**
 250–499: **15% off** • 500+: **20% off**


QUANTITY and MULTIPLE ITEM DISCOUNTS will be noted on the invoice.

Item Code	Item description	Quantity	Price (each)	Total
Books				
T-603	The Human Element (Paperback)		\$18	
T-602	Profound Simplicity		15	
T-601	FIRO: A Three-Dimensional Theory of Interpersonal Behavior		18	
T-604	The Human Element at Work		16	
R-601	Radical Collaboration Book (Paperback)		15	

 **ELEMENT B MATERIALS** (Certification in Element B encouraged)

Instruments				
T-101	Element B: Behavior		\$12	
T-201	Element B: Behavior online plus scores only (contact us to set up an online account)		12	
T-202	Element B: Behavior online plus Interpretive Report (contact us to set up an online account)		25	
T-510	Exploring Element B: Behavior Individual Workbook (WITHOUT Element B)		\$15	

Item Code	Item description	Quantity	Price (each)	Total
Workbooks				
T-501	Exploring Element B: Behavior Individual Workbook (INCLUDES Element B)		\$20	
T-511	Exploring Element B: Behavior Teams Workbook (WITHOUT Element B)		30	
T-502	Exploring Element B: Behavior Teams Workbook (INCLUDES Element B)		35	
Wall Charts				
T-401	Element B Wall Chart		\$10	
T-404	Atmosphere Compatibility Wall Chart		10	
T-405	Role Compatibility Wall Chart		10	
Support Materials				
T-606	Beyond FIRO-B – Three New Theory-Derived Measures – Element B: Behavior, Element F: Feelings, Element S: Self		\$5	
T-702	Feedback B: Behavior		12	
T-705	Atmosphere Compatibility Card Set		20	
T-706	Role Compatibility – Apathetic Card Set		20	
T-707	Role Compatibility – Confrontive Card Set		20	
T-708	Three-Card Set (Atmosphere, Apathetic and Confrontive Role Compatibility)		45	
Leader's Manual				
T-801	Element B Leaders Manual		\$50	
 THE HUMAN ELEMENT MATERIALS (Certification in The Human Element required to purchase)				
Workbooks				
T-504	Cornerstone Workbook (includes Element B, F, S bound in)		\$65	
T-1001	Cornerstone Workbook (includes Element B, F, S bound in) + The Human Element (paperback)		75	
T-509	Organizational Solutions Workbook (includes Element W bound in)		45	
T-506	Leadership Powered by The Human Element (includes Element B, F, S and E – Leader bound in)		125	
T-1003	Leadership Powered by The Human Element (includes Element B, F, S and E – Leader bound in) + The Human Element (paperback)		130	
T-507	The Human Element 5-Day Workbook (includes Element B, F, S, T, W, E and J bound in)		200	
T-1002	The Human Element 5-Day Workbook (includes Element B, F, S, T, W, E and J bound in) + The Human Element (paperback)		205	
Instruments				
T-102	Element F: Feelings		\$12	
T-103	Element S: Self		12	
T-111	Element Pi: Patient Impact		12	

Item Code	Item description	Quantity	Price (each)	Total
Instruments – No certification required				
T-104	Element W: Work Relations		\$8	
T-105	Element C: Close Relations		8	
T-106	Element P: Past Relations		8	
T-107	Element J: Job Fit		8	
T-108	Element T: Openness (Truth)		8	
T-109	Element E: Self Esteem		8	
T-110	Element E: Self Esteem – Leader version		10	
Organizational Climate Survey				
T-112	Element O: Organizational Climate (cost per person)		\$30	
Wall charts				
T-402	Element F Wall Chart		\$10	
T-403	Element S Wall Chart		10	
T-404	Atmosphere Compatibility Wall Chart		10	
T-405	Role Compatibility Wall Chart		10	
T-406	Team Compatibility Index Wall Chart		10	
Leaders Manuals				
T-802	The Human Element Leaders Manual		\$250	
T-803	Leadership Powered by The Human Element – Leaders Manual module (to be inserted into The Human Element Leaders Manual)		No charge	
 RADICAL COLLABORATION MATERIALS <i>(Certification in Radical Collaboration required to purchase)</i>				
Online Surveys/Instruments and Reports				
R-201	TLT Collaborative Skills Climate Survey™		Call for pricing	
R-202	TLT Collaborative Skills 360° Individual Survey™		Call for pricing	
Packages				
R-1001	Radical Collaboration Workbook – Set of 12 package includes: • 12 Radical Collaboration workbooks • 12 Radical Collaboration paperbacks • 1 set of three simulations for 12 people		\$1,800	
R-1002	Radical Collaboration Workbook – Set of 2 package includes: • 2 Radical Collaboration workbook • 2 Radical Collaboration paperbacks • 1 set of three simulations for 2 people		325	
R-1003	Radical Collaboration Module 1 Workbook – Radiant Transit Exercise – Set of 12 package includes: • 12 Radical Collaboration Module 1 Workbooks • 1 set of Radiant Transit simulation for 12 people		480	

Item Code	Item description	Quantity	Price (each)	Total
R-1004	Radical Collaboration Module 1 Workbook – Radiant Transit Exercise – Set of 2 package includes: • 2 Radical Collaboration Module 1 Workbooks • 1 set of Radiant Transit simulation for 2 people		\$85	
R-1005	Radical Collaboration Module 2 Workbook – Exploring Defensiveness – Set of 12 package includes: • 12 Radical Collaboration Module 2 Workbooks		360	
R-1006	Radical Collaboration Module 2 Workbook – Exploring Defensiveness – Set of 2 package includes: • 2 Radical Collaboration Module 2 Workbooks		75	
R-1007	Radical Collaboration Module 3 Workbook- Interest-Based Negotiations and Problem Solving – Set of 12 package includes: • 12 Radical Collaboration Module 3 Workbooks • 1 set of Seattle Opera & Western Airlines simulations for 12 people		480	
R-1008	Radical Collaboration Module 3 Workbook – Interest-Based Negotiations and Problem Solving – Set of 2 package includes: • 2 Radical Collaboration Module 3 Workbooks • 1 set Seattle Opera and Western Airlines simulations for 2 people		85	
R-1009	Radical Collaboration Module 5 Workbook – Exploring Interpersonal Rigidities – Set of 12 package includes: • 12 Radical Collaboration Module 5 Workbooks • 12 Element B’s inserted in workbook • 1 Element B wall chart		480	
R-1010	Radical Collaboration Module 5 Workbook – Exploring Interpersonal Rigidities – Set of 2 package includes: • 2 Radical Collaboration Module 5 Workbooks • 2 Element B’s inserted in workbook • 1 Element B wall chart		85	
R-1011	Collaborative Skills Feedback Exercise – Set of 12 package includes: • 12 Collaborative Skills Feedback Exercise • 1 trainers instruction sheet		144	
	Leaders Manual			
R-801	Radical Collaboration Leaders Manual		\$200	
Subtotal				

QUANTITY AND MULTIPLE ITEM DISCOUNTS will be noted on the invoice.

All shipments are made via FedEx. Shipping and handling costs will be added to final invoice. Sales tax added to orders delivered within CA.

Orders: E-mail your order form to: info@theschutzcompany.com

Questions: Call **866 302 2720** toll free or or **415 992 7603** international. E-mail info@theschutzcompany.com