



Republic of the Philippines
Department of Education
Region XI
SCHOOLS DIVISION OF DIGOS CITY

Office of the Schools Division Superintendent

August 10, 2026

DIVISION MEMORANDUM

SGOD-2026-417

To : Assistant Schools Division Superintendent
Division Chiefs
Education Program Supervisors
Public School District Supervisors
Public School Heads
Public School Teachers
All Others Concerned

Subject: **INVITATION TO PARTICIPATE IN THE SERIES OF TRAININGS
TITLED "UNLOCK THE HARD ROI OF SOFT SKILLS:
COMMUNICATION LEADERSHIP, SALES AND NEGOTIATION"**

1. This is in reference to the 1st Indorsement dated July 30, 2026 signed by Maria Ines C. Asuncion, Director IV, the herein communication from Guthrie-Jensen Consultants Inc., for information regarding the **Unlock the Hard ROI of Soft Skills: Communication, Leadership, Sales and Negotiation**, from August-September 2026, at the Raddison Blue Hotel, Cebu City.
2. Participation in the activity should only be voluntary and prior arrangement of the concerned school heads and teachers shall be made in compliance with DepEd Order No. 9 s. 2005 re: "Instituting Measures to Increase Engaged Time-on Task and Ensuring Compliance Therewith" ensuring that no classes shall be disrupted and no DepEd funds shall be used.
3. Relevant details and information are provided in the enclosures.
4. Attendance/participation is on official time only.
5. For information and wide dissemination.

MELANIE V. ESTACIO, PhD, CESO V
Schools Division Superintendent

DepEd Schools Division Office - Digos City
RECORDS SECTION
70-0870/TS
DATE: 12 AUG 2026 TIME: 1:00
BY: [Signature]

Enclosed: As stated.
SGOD/jsa



Address: Roxas Street cor. Lopez Jaena Street, Zone II, Digos City 8002
Telephone No: (082)553-8396 | (082)553-8376 | (082)553-9170
| (082)553-8375



Republic of the Philippines
Department of Education
DAVAO REGION



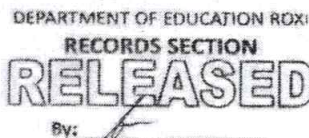
1st Indorsement
July 30, 2026

Respectfully referred to the Schools Division Superintendents of DepEd Region XI, the communication from Guthrie-Jensen Consultants Inc., for information regarding the **Unlock the Hard ROI of Soft Skills: Communication Leadership, Sales and Negotiation**, from August-September 2026, at the Raddison Blu Hotel, Cebu City, subject to the existing policies of the Department of Education, availability of funds, learning and development priorities and discretion of the approving authority.

MARIA INES C. ASUNCION
Director IV

Enclosed: As stated.

ROH9/maba



Digitally signed by
Records Section
Date: 2026.08.06 08:17:34 +0800



Address: F. Torres St., Davao City (8000)
Telephone Nos.: (082) 291-0051
Email Address: region11@deped.gov.ph
Website: www.depedroxi.ph





DepEd XI Davao Region <region11@depd.gov.ph>

Unlock the Hard ROI of Soft Skills: Communication, Leadership, Sales, and Negotiation

Hanna Patentes <hanna_patentes@guthriejensen.com>

Reply-To: hanna_patentes@guthriejensen.com

To: region11@depd.gov.ph

Thu, Jul 30, 2026 at 9:00 AM

Dear Mr. Farnazo,

Ultimately, a business can have the best technology and the most brilliant products and services, but its real growth still hinges on one thing, considered to be its ultimate competitive advantage: its PEOPLE!

Are your people equipped to be the source of your competitive advantage? Let equipped people elevate your organization to new heights. Equip them with Guthrie-Jensen's top-rated programs—in Cebu and Iloilo!



Leadership Communication: Tools for Leadership Performance

August 5-6, 2026 | Cebu

8:00 AM–5:00 PM

Radisson Blu Hotel Cebu

Mabolo, Cebu City



High Impact Selling: Strategies and Skills for Sales Excellence

August 17-18, 2026 | Cebu

8:00 AM–5:00 PM

Radisson Blu Hotel Cebu

Mabolo, Cebu City

- **The ROI:** Learn how to truly communicate and connect with your team as a leader to increase engagement and turn it into action.
- **What you'll gain:** Leaders learn the communication styles to lead more effectively. Handle different personality dynamics, and build a concrete communication plan to pitch ideas persuasively and boost overall team engagement and personal credibility.



People Handling Skills: Leadership Masterclass

August 18-20, 2026 | Iloilo

8:00 AM–5:00 PM

Courtyard by Marriott Iloilo

Mandurriao, Iloilo City

- **The ROI:** Get the leadership mindset and skills that bring out the best out of every employee. Reduce employee turnover and friction. Increase engagement through clear direction, motivation and empowerment!
- **What you'll gain:** A deep dive into critical leadership mindset and skills. Coach, motivate, and handle performance issues.

- **The ROI:** Accelerate sales growth through an equipped sales professionals. Move past the old school "feature-dumping" and inject new energy into your sales pipeline. Sell like a real pro!
- **What you'll gain:** Get practical tools and techniques for smart prospecting, better sales presentations, and the confidence to pitch value and close deals smoothly.



Power Negotiations

September 3-4, 2026 | Cebu

8:00 AM–5:00 PM

Radisson Blu Hotel Cebu

Mabolo, Cebu City

- **The ROI:** Negotiate with strength. Get a better slice of the pie—while ensuring productive relationships with clients.
- **What you'll gain:** Come prepared to each negotiation. Counter aggressive negotiation tactics, and structure solid "win-win" agreements that last.

Why choose Guthrie-Jensen?

- **A Track Record You Can Trust:** Since 1979, we've been the go-to partner for some of the Philippines' Top 1,000 companies and Global Fortune 500 brands. We don't just train people. We unleash their full potential.
- **Real Practice, Not Just Lectures:** Our sessions are highly interactive and practical. We focus on results, which is why our participants consistently rate us 4.89 out of 5.
- **Great Networking:** It's a fantastic opportunity for your team to benchmark and exchange ideas with peers from other top companies.

Let's Save Your Seats

To keep the sessions interactive and allow for great networking, we limit the number of participants per class. Secure your seats now to avoid missing these learning and development opportunities. If you have any questions or want to pencil in your slots, just reply directly to this email. You can also reach me quickly via call, Viber, or WhatsApp on our Cebu Hotline: **0917-157-2328**.

Looking forward to partnering with you and supporting your team's growth!

Sincerely,



Guthrie-Jensen Consultants, Inc.

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We are a member of Philippine Chamber of Commerce and Industry,
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Cebu Chamber of Commerce and Industry,
Davao City Chamber of Commerce and Industry, and CIB.O.



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