



# 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**

Item Code	Item description	Quantity	Price (each)	Total
<b>Books</b>				
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)

<b>Instruments</b>				
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
<b>Workbooks</b>				
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	
<b>Wall Charts</b>				
T-401	Element B Wall Chart		\$10	
T-404	Atmosphere Compatibility Wall Chart		10	
T-405	Role Compatibility Wall Chart		10	
<b>Support Materials</b>				
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	
<b>Leader's Manual</b>				
T-801	Element B Leaders Manual		\$50	
 <b>THE HUMAN ELEMENT MATERIALS</b> (Certification in The Human Element required to purchase)				
<b>Workbooks</b>				
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	
<b>Instruments</b>				
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
<b>Instruments – No certification required</b>				
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	
<b>Organizational Climate Survey</b>				
T-112	Element O: Organizational Climate (cost per person)		\$30	
<b>Wall charts</b>				
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	
<b>Leaders Manuals</b>				
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	
 <b>RADICAL COLLABORATION MATERIALS</b> <i>(Certification in Radical Collaboration required to purchase)</i>				
<b>Online Surveys/Instruments and Reports</b>				
R-201	TLT Collaborative Skills Climate Survey™		Call for pricing	
R-202	TLT Collaborative Skills 360° Individual Survey™		Call for pricing	
<b>Packages</b>				
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	
	<b>Leaders Manual</b>			
R-801	Radical Collaboration Leaders Manual		\$200	
<b>Subtotal</b>				

**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](mailto:info@theschutzcompany.com)

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