

Business Success

Training for Business Success



Suitable for SME (Small Medium Enterprises) we specialise in training which enables organisations to grow and develop in an increasingly fast moving market place. Both our 'tailored' training and general courses are designed to meet the needs of the developing business and our training will enable you to implement and utilise your new understanding and skills within your workplace.

We can also facilitate 'away days' which focus on staff development, organisational change, management issues - contact us to discuss your needs.

General courses currently available:

A Practical 'hands-on' introduction to Neuro Linguistic Programming (NLP) for Business and Sales Personnel:

Course Overview: NLP is not a theory it is a model which can be utilised in any business in order to improve rapport and facilitate an outcome. Therefore, although we present the basic principles of NLP, all our courses are specifically targeted to the needs of the group and the business settings they are involved with.

Courses are presented in a 'down-to-earth' fashion – the emphasis being that learners get the 'hands-on' experience of the subject.

Our training methods are creative and interactive with an emphasis on involvement and fun!

Benefits of learning NLP techniques:

- * improved awareness of your own and others communication, thinking styles, and motivational drivers
- * focused and productive meetings
- * persuasive communication that informs, motivates and inspires others
- * increased confidence and enhanced ability to influence people and events



Delivered as: Taster (2-3 hours), 2 day course, 3 day course.

Contact us for further details about this course and/or to register an interest.

Negotiation and Influencing Skills for Business and Sales Personnel:

Course Overview: A practical 'hands-on' introduction to enhancing and developing verbal and non-verbal communication aimed at individuals who want to enhance their skills in order to achieve mutually beneficial solutions and proactivity within their workplace and the people they do business with.

Delivered as: Taster (2-3 hours), 2 day course

Contact us for further details about this course and/or to register an interest.

Making Meetings Work for You:

Course Overview: A practical 'hands-on' introduction to understanding the 'dynamics' within a business meeting and utilising the necessary skills to ensure a positive experience of making a beneficial contribution, feeling involved and ensuring a successful outcome. This course is suitable for those new to attending business meetings / networking who want to improve their input and results.

Delivered as: Taster (2-3 hours), 2 day course.

Contact us for further details about this course and/or to register an interest.

Creative Presentation / Training Skills:

Course overview: The course is aimed at encouraging, as well as developing the confidence and skills of staff working in a business who may need to run presentations / short learning / training sessions to large or small groups, in order to communicate ideas effectively and creatively. The sessions will include learning theory and some of the courses will put this into practice giving delegates an understanding of how people learn and an opportunity to try out their ability to plan and deliver a presentation / learning or training session in groups, in pairs and on an individual basis. Learners will also be encouraged to reflect on what they have learned and make plans for improvement. This course is suitable for anyone new to presenting / training or those with experience who are looking for fresh ideas / more structured approach which means specific learning / business outcomes.

Delivered as: Taster (2-3 hours), 1 day course, 3 day non / accredited course (OCN), 4 day accredited course (OCN – one credit at levels 2 or 3).

Contact us for further details about this course and/or to register an interest.

Other courses:

- * Utilising Coaching and Mentoring for Business Success

- * Stress Management Within the Workplace

- * Assertiveness at Work

- * Effective Management for Business Development and Success

The above courses can be 'tailored' to specific audiences and unless specified, can be offered as 'tasters' (2-3 hours) or over 1, 2, 3 or 4 days dependant on need.

Contact us for further details about these courses and/or to register an interest.

Elements of all our courses can be offered through E-learning if necessary, some courses are suitable for 'blended' learning provision. Support and interaction is available through qualified E-learning tutors.

