

Course Portfolio for In-Company Training

→ Leadership and Management

- **Strategic Leadership** Skills for Practicing Managers
- Perfecting your **People Management Skills**
- Succeeding as a **New Manager**
- Building **Relationships with Overseas** Offices
- Developing an **Agile High Performance Team**
- Managing **Remote Teams**
- **Coaching and Mentoring** Skills for Managers
- **Motivating and Energising** Teams in Times of Change
- **Emotional Intelligence** – The Leadership Difference
- Practical **Interviewing and Selection Skills**
- **Authentic Leadership and Personal Enhancement** Programme for Senior Managers
- **Strategic Decision Making**

→ Specialist Management

Production Management

- Implementing **Lean Methods** to Reduce Cost and Improve Cashflow
- Improving Profitability through Effective **Production and Operations Management**

Project Management

- Project Management **Principles and Practices**
- Project Management for **Experienced Project Managers**
- Project Principles for **Project Participants**
- **Sponsoring and Strategically Directing** Projects
- Effective Project **Stakeholder Management**
- Advanced Project Management for **Construction Projects**
- Advanced Project Management for **Engineering Projects**
- Planning and Controlling **IT Projects**
- Applying **Agile Principles** to Build a High Performing **IS Development Team**
- **People Management Skills** for Project Managers
- Project Principles for **Managing Legal Cases**

→ Personal Effectiveness

- **Innovation and Improvement** for Survival and Success
- Working in a **Remote Team**
- Writing and Presenting **Winning Proposals**
- **Professional Presentation** Skills
- **Negotiation** Strategies and Tactics for Win-Win Outcomes
- Using **NLP** in **Solution Selling**
- **Communication Effectiveness** in Business
- **Influencing** Skills
- **Practical Time Management** for the Busy Manager
- **Internal Consulting** Skills
- Leading and Attending **Conference Calls**

Product Management, Sales and Marketing

- Staying Ahead in **Product Management**
- **Strategic Product Management** in an Economic Recession
- **Brand Management** for Sustained Success
- Applying Project Principles to **New Product Development and Launches**
- **Key Account Management** and **Solution Selling**
- **B2B Marketing** Strategies and Competitive Tactics
- How to Build a **Business Case for your Product**
- How to **Build a Marketing Strategy**
- **Marketing Communications** Strategies and Practices
- Developing and Using an **Effective Marketing Database**

IT Governance and Risk Management

- **IT Risk** Management
- Value-Added **Project Auditing**
- **Implementing ITIL** for Best Practice IT Service Delivery and Service Support
- **IT Audit** Tools and Techniques for Operational Auditors

Get More for Your Money with In-Company Training

1. The course is tailored to fully meet your objectives.
2. The participants all have a **shared experience** and develop a **common language on the subject matter** during the training event. This leads to **greater collaboration** when applying the skills learnt after the course.
3. The course exercises comprise **relevant company and industry case studies and examples**.
4. Our experience has shown that participants take **greater ownership for implementing the lessons learnt** following an in-company event compared to public training events.
5. The course is **much more relevant and applicable** to all concerned. Our research has shown that at public courses, delegates only use 20% or less of what was covered; participants attending in-company training use **60% or more** of what was covered.
6. In-company training is also substantially **more cost-effective than public events** since you are not paying a per-delegate rate.
7. You have **greater flexibility** in terms of timing and location to fit in with your existing training and meeting schedules.