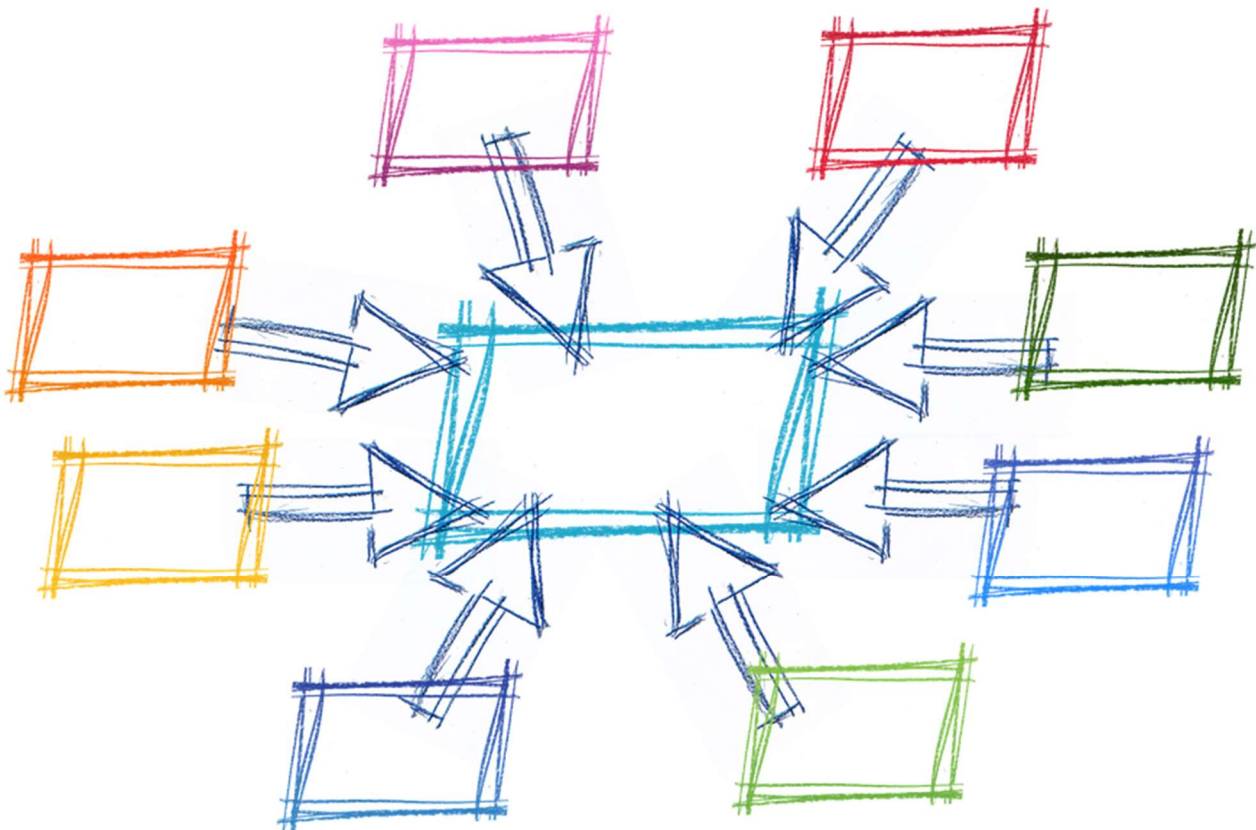


Helping to transform businesses since 1993
by developing the potential of their people



MANAGEMENT AND LEADERSHIP

Leadership & Management training with a practical and business-focused approach develops excellence with a lasting impact on staff engagement.



SALES AND CUSTOMER DEVELOPMENT

Selling & Account Development today is complex. The professional salesperson must be seen as 'The Trusted Advisor' rather than simply an 'order-taker'.



PERSONAL EFFECTIVENESS & BUSINESS SKILLS

Skills development has a direct impact on motivation, productivity and business growth. CPD is a win-win for both the business and the individual.



QUALIFICATIONS & ASSESSMENTS

Qualifications reflect quality to customers. Assessments in Emotional Intelligence and Mental Toughness signpost performance goals for individuals.

A range of courses for staff at all levels:

Leadership & Management		
Course Code and Title	Duration Virtual	Duration Classroom
BV-215 Essential People Management Skills	4 Half-Days	2 Days
BV-219 Managing & Leading in a Production Environment	4 Half-Days	2 Days
BV-801 Managing People Remotely	2 Half-Days	1 Day
BC-208 First Line Management	4 Half-Days	2 Days
BV-214 Managing Millennials & Multi-Generations	2 Half-Days	1 Day
BV-218 Managing Team Stress & Conflict	2 Half-Days	1 Day
BC-202 Giving Appraisals	2 Half-Days	1 Day
Sales & Customer Development		
Course Code and Title	Duration	Duration Classroom
BV-310 Sales & Account Development	4 Half-Days	2 Days
BV-317 Strategic Selling & Account Protection	4 Half-Days	2 Days
BP-300 Building Customer Focused Teams	6 Half-Days	3 Days
BV-611 Communicating with Customers: The Trusted Advisor	2 Half-Days	1 Day
BV-401 Negotiating Skills for Success	2 Half-Days	1 Day
BC-304 Presentation Skills for Sales People	2 Half-Days	1 Day
BV-316 Selling with Mental Toughness	2 Half-Days	1 Day
Personal Effectiveness & Business Skills		
Course Code and Title	Duration	Duration Classroom
BV-221 Essential Emotional Intelligence Skills	2 Half-Days	1 Day
BV-608 Developing Mental Toughness and Resilience	2 Half-Days	1 Day
BV-802 Remote Working (Working from Home Efficiently)	1 Half-Day	½ Day
BV-616 Effective Virtual Presentation Skills	2 Half-Days	1 Day
BC-404 Professional Presentation Skills	2 Half-Days	1 Day
BV-614 Communicating Assertively at Work	2 Half-Days	1 Day
BC-609 Managing My Workplace Stress	1 Half Day	½ Day
Project Management, Technical Writing & Training		
Course Code and Title	Duration	Duration Classroom
BV-503 Project Management for Non-Project Managers	2 Half-Days	1 Day
BV-610 Effective Technical Writing	3 Half-Days	1.5 Days
BC-402 Train the Trainer	2 Half-Days	1 Day

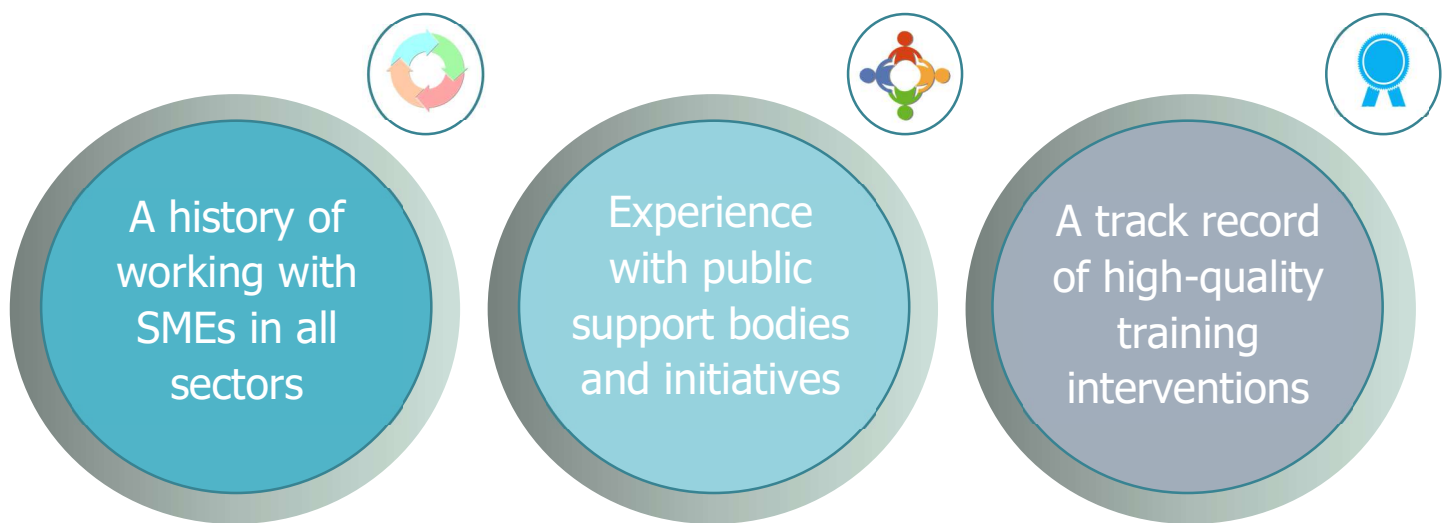


Contact Joanne Gordon at joanne.gordon@beckinridge.com

All courses can be tailored for a specific need.

Visit www.beckinridge.com for full course overviews.

Bespoke modular programmes for all sectors
to improve skills and long-term impact



- The Aspiring Women's Leadership Programme
- The Graduate Induction Programme
- Management & Leadership Programme
- Tech Lead Development Programme
- Engineers Development Programme

For more details contact anne.hamill@beckinridge.com

Qualifications and assessments to enhance credibility and business performance

- ILM Awards Leadership & Management
- ILM Awards in Leadership & Team Skills

ILM Direct Claim Status

Direct Claim Status recognises that Beckinridge have demonstrated best practice in quality assurance processes, in accordance with strict requirements for training and assessment.

ILM Centre - City & Guilds / ILM Quality Assurance

As an ILM Centre Beckinridge adheres to the Quality Assurance Requirements which encompasses the relevant regulatory requirements which apply to all UK and Republic of Ireland centres working with City & Guilds / ILM.

- Emotional Intelligence Assessments
- Mental Toughness Assessments

For more details contact joanne.gordon@beckinridge.com

MTQPlus



EQ-i^{2.0}
assess. predict. perform.