



for more information call  
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## Newsletter December 2009

### December Assignments

The year 2009 ended with a beginning! The first cohort undertook the first of a seven module Management Development Programme. A further 19 cohorts will undertake the training during 2010. The programme, for a UK government agency, will use a blend of classroom training and distance-learning tools that will lead to an ILM accredited certificate.

December also saw the launch of a new programme called Managing in a Downturn. This programme is designed for those organisations that expect to face some “belt tightening” over the next couple of years. The first running of this programme was for a department of a Welsh County Council. It is anticipated that this programme will roll out to other departments during 2010.

Another new programme for 2010 is Selling for Non-Sales Staff. This programme is designed for those organisations that have strong technical or service based relationships with their customers. The programme focuses on how to recognise new business opportunities and hold a more commercially oriented conversation.

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