



SKILLS & CONSULTANCY CATALOGUE

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WELCOME TO OUR CATALOGUE OF TRAINING & CONSULTANCY SUPPORT.

The courses and consultancy packages listed within this brochure are delivered in partnership with our expertly recruited base of specialist skills providers, and are available to businesses in the York, North Yorkshire, and East Riding region.

From bespoke business consultancy support, to specific industry certifications, our varied course catalogue should provide your business and employees with the tools needed to succeed.

And, you can receive a grant of 30% of the NET cost of your training and consultancy requirements.

If you're interested in undertaking any training, enlisting our specialist consultancy services, or simply have further questions, please contact us via:

ScaleUp@Calderdale.ac.uk 

To be eligible for the Business Scale Up Programme, you must:



Have a business premises in the York, North Yorkshire and East Riding region

Craven, East Riding, Harrogate, Hambleton, Richmondshire, Ryedale, Scarborough, Selby, York with activity being delivered in the York, North Yorkshire and East Riding region



Be an SME

Employ fewer than 250 full time equivalent staff and have either a turnover of less than €50 million, or a balance sheet of less than €43 million



Be 16+

Participants must be aged 16 or over, and have the legal right to live and work in the UK

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BUSINESS SCALE UP

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Azure Consulting Limited	Leadership and management on a range of topics in the form of individual sessions or a combined package. Topics could include but are not limited to: What great leadership means, Change management, Making presentations, Personal effectiveness and managing yourself, Building teams, Motivating and empowering others, Coaching and mentoring, Recruitment and selection.	<ol style="list-style-type: none"> 1. Face to Face 2. Online 3. Self-directed learning 	Variable dependent on need.	£1000 per facilitator per full working day of facilitation, plus design and materials cost	£700.00
Azure Consulting Limited	Consists of three ILM units: <ul style="list-style-type: none"> • Becoming an Effective Leader (5 credits) • Managing for Efficiency and Effectiveness (4 credits) • Managing Individual Development (4 credits) • (minimum group size 6) 	<ol style="list-style-type: none"> 1. Face to Face 2. Online 3. Self-directed learning 	Minimum of 37 guided learning hours	£2,095.00	£1,466.50

CHANGE MANAGEMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
21st Century Leadership: Leading Change and Innovation Jane Fisher Associates Ltd	Develop the concept and skill set in order to envisage, communicate and successfully transition individuals through change. The workshops considers/explores:	1. Online (webinar)	8 Hours (2 x 3.5-hour sessions + 1 hour follow-up)	£1,595.00	£1,116.50
	<ul style="list-style-type: none"> Determine what leadership really means in organisations and the flexibility now required Do we now need a new model of 'leadership' at all levels in our organisations? Begin to develop a language for understanding oneself and then others Evaluate your own personality, skills, behaviours, styles and attitudes to leadership What 'motivates' individuals and what doesn't in the 21st century? Understand and improve how we make decisions, evaluate risk and create new ideas Creativity is a blessing not a curse and can be developed What is a team and what makes it perform successfully? Understand clearly how people react and respond to change and how to successfully lead them through it 	1. Face to Face on site or in workplace or at a venue arranged/paid for by client	8.5 Hours (7.5 hour session + 1 hour follow-up)	£1,695.00	£1,186.50
Change Management CDI Alliance Ltd	Initial review identifying key actions when implementing structural, technical and business change	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Change Management CDI Alliance Ltd	Development a comprehensive structure for implementing change	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Change Management Coaching / Consultancy BSA Training	4 x 0.5 days. Bespoke session based on the needs and wants of the Manager. Development of an action plan for next steps. Costs are per person. Min. of 1 person.	1. Face to Face 2. Online	12 Hours	£1,600.00	£1,120.00
Change Management Leadership training course Action Training (ATL) Limited	1-day leadership and management training course in Change Management Leadership	1. Face to Face 2. Online	7 Hours	£450.00	£315.00

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How to engage and motivate your teams and create a high performing culture Pro-Development (UK) Limited	A 1-day workshop to explore and share ideas on how to drive up engagement levels in your business to support growth. Attendees will also explore high-performing workplaces and what it takes to create a culture that supports business growth. Cost quoted is per person. Minimum 6 people.	2. Online	6 Hours	£275.00	£192.50
Leadership through Change CDI Alliance Ltd	We will review how change can be a positive experience and identify the human psychological response to change. You will identify techniques to create a plan and structure to move through change and importantly, we will review current research on how to lead others through change effectively. We identify the pitfalls of change and navigating new approaches and change with others.	1. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Leading and Managing Change and how to take people with you Pro-Development (UK) Limited	This 1-day workshop covers a range of elements that impact on change and help participants to identify the impact and consequence of not dealing with internal elements of change. Discover the benefits of engaging your people in change and produce a strategy for managing the people element of change. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue	6 Hours	£275.00	£192.50
Reacting to change CDI Alliance Ltd	Initial review identifying key areas of development. People, Process and Culture.	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Reacting to change CDI Alliance Ltd	Action the keys areas requiring development – This will be specified according to the Needs Analysis of the initial review	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00



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Stepping up to Management: Managing Change Jane Fisher Associates Ltd	Bespoke masterclass that explores the challenges of change for individuals and how managers can best implement the change process.	1. Online	3 Hours (2 hour webinar + 1 hour follow-up)	£795.00	£556.50
	Designed around the needs of your business, content may include: different types of change; the change process and how people respond to change; barriers to change; managing change; supporting others through change; getting 'buy-in' and dealing with resistance; making change stick.	2. Online	4 Hours (3-hour webinar + 1 hour follow-up)	£1,095.00	£766.50
		2. Face to Face on site or in workplace or at a venue arranged/paid for by client (4.5 hours)	4.5 Hours (3.5-hour session + 1 hour follow-up)	£1,245.00	£871.50
		4. Face to Face on site or in workplace or at a venue arranged/paid for by client (8 hours)	8 Hours (7-hour session + 1 hour follow-up)	£1,595.00	£1,116.50

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
A Business Scale Up Journey consisting of 4 key components: Constructing a 3-year vision; Supporting the team through change; Mapping the skills and resources essential to delivering the vision; Developing a Growth Action Plan CDI Alliance Ltd	<p>The scale up process for your business. Client journey package for up to 10 participants from one organisation.</p> <ol style="list-style-type: none"> Constructing a 3-year vision (2 x 120-minute sessions) Supporting the team through change (1 x 120-minute session) Mapping the skills and resources essential to delivering the vision (1 x 120-minute session) Developing a Growth Action Plan (2 x 120-minute sessions) 	<ol style="list-style-type: none"> Face to Face Online 	12 Hours (over 6 sessions)	£2,800.00	£1,960.00
Assessment, feedback and profiling tool with coaching session Pro-Development (UK) Limited	<p>Undertake an assessment or get 360 feedback using a selection of profiling tools (e.g. DISC, HPTI, TEIQ, TMSDI, Strengths Profiling) followed by a coaching session with a qualified coach to develop an action plan for personal growth.</p> <p>Cost quoted is per person and includes the use of 2 assessment tools.</p>	<ol style="list-style-type: none"> Face to Face in workplace Online 	1.5 Hours	£675.00	£472.50
Bespoke Employee Engagement Programme and Consultancy Pro-Development (UK) Limited	<p>This 3-month programme provides expert consultancy and assessment to increase employee engagement and support business resilience, growth and high performing workplaces. Using an employee survey tool, attendees will work through a process of assessing engagement, analysing and reviewing results and building a 12-month action plan to support increased engagement.</p> <p>Cost quoted is per person (minimum of 2 people from the business).</p>	<ol style="list-style-type: none"> Face to Face in workplace Online 	18 Hours	£2,100.00	£1,470.00
Beyond Your Vision – The Principal Dimension to Business Growth for a New Generation of Business Leaders (one-to-one Coaching) Andrea Morrison Coaching	<p>Essential coaching and mentoring for business leaders who are looking to understand what it will take to create sustainable change and growth. They are looking beyond traditional and outdated techniques, strategies, theories or coaching approaches that are no longer relevant to the current climate and want to delve deeper into what drives businesses to be successful and resilient. This programme provides extended support to those businesses that require more intensive support to realise their growth potential.</p>	<ol style="list-style-type: none"> Online 	20 Hours	£3,500.0	£2,450.00



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Beyond Your Vision Business Clarity Planning Session Andrea Morrison Coaching	Essential business planning that is fit for the current climate and one that drives responsive, resilient and sustainable growth in your business. This half-day intensive, interactive session is designed to enable business leaders to step out of their business and with an experienced coach and facilitator identify and gain clarity in areas such as vision, values, direction, goals, strategy, develop products or services or even succession planning.	1. Face to Face in workplace 2. Online	3.5 Hours	£700.00	£490.00
Beyond Your Vision Business Planning Programme Andrea Morrison Coaching	Essential Business planning that is fit for the current climate and one that drives responsive, resilient and sustainable growth in your business. This programme involves 1-day training followed by a one-to-one coaching session for each participant and a half-day planning session. It is for a minimum of 3 key personnel. Whether your business is led by a sole director/ owner, a board or a small team, one of the challenges is to know what is the right direction for your business.	1. Face to Face in workplace 2. Online	12 Hours	£950 per person (minimum of three attendees)	£665.00
Business Consulting DMM Training and Development Limited	Bespoke business coaching, dependent on particular needs, with a bias towards organisational restructuring, succession planning, training and development needs, 1-2-1 interviews and recruitment.	1. Face to Face 2. Online 3. Telephone (Report Writing /Interviewing)	Hourly rate of £60.00. Example cost of 12 hours over an agreed period of time	£720.00	£504.00
Coaching and Consulting - Leadership and Management Training 4 Logistics Limited	Bespoke support in one or more of the following processes: Principles of L&M, Business Growth, Business Resilience, Change Management, Crisis Management, Changing Working Practices and Terms and Conditions of Employment, Organisational Development and Design, Employee Engagement, Restructuring (Equivalent Level 3 and above).	1. Face to Face 2. Online 3. Combination of above	8 Hours	£650.00	£455.00
Coaching and Mentoring to Inspire Leaders and Managers Pro-Development (UK) Limited	Coaching and Mentoring with a qualified coach for individuals supporting leaders and managers in areas to support scale up. Exploring a wide range of areas led by personal and business need including, but not limited to, Business Resilience, Communication, Influencing, Crisis Management, Leading through Change, Managing Teams, Succession Planning, Building Confidence, Personal Impact, Problem Solving, Creative Thinking, Honest Conversations, Building Trust, Leadership, Mindset and Beliefs, Mindfulness and Emotional Resilience, Pace Setting and Relationship Building. Cost quoted is per person.	1. Face to Face in workplace 2. Online	1.5 Hours	£375.00	£262.50

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Coaching: Exploring your Management approach Jane Fisher Associates Ltd	Following completion of a questionnaire, a detailed report based around the following four behaviours – Dominance; Influence; Steadiness; Conscientiousness – is presented and discussed in a 2-hour, 1-2-1 coaching session with the participant, from which a personal action plan is created. A follow-up coaching session is also included to check on the manager's personal progress.	1. Online	5 Hours (includes client liaison, survey, report, 2 x coaching sessions)	£595.00	£416.50
Consultancy – Management Development Brook Corporate Developments Limited	Providing coaching and mentoring to develop the effectiveness of employees in management positions to drive performance of their teams. Understand your impact on others as a leader; Awareness of their role and responsibilities as a leader; reviewing leadership styles and how best to communicate with teams to increase performance. Coaching will help individuals develop a personal leadership style linked to the strategic aims of the business (growth).	1. Face to Face in centre or workplace 2. Online	7 Hours (1 day)	£600.00	£420.00
Consultancy – Performance Management Brook Corporate Developments Limited	Support in enabling and implementing a workable performance management procedure; understanding and implementing targets; introducing an appraisal system; ensuring all performance management targets align with the organisation's goals; ongoing coaching including situational leadership. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	7 Hours (1 day)	£600.00	£420.00
Consultancy and Coaching to Support Senior Leaders Pro-Development (UK) Limited	Consultancy and coaching support with a qualified coach working with senior leaders in your business to identify opportunities to create a high performing workplace. Includes areas such as working on vision and values, business growth and OD strategy, talent and succession planning. Cost quoted is per day working with senior leader/s.	1. Face to Face in workplace 2. Online	6 Hours	£1,100.00	£770.00
Consultancy Package 1 University of York	This 1-day consultancy package offers businesses access to specialist expertise from both university staff and industry experts in areas such as business transformation, change management, business growth, leadership and management, business strategy and business resilience. The consultancy can either be offered as a standalone package to support a specific business challenge or as part of a process of embedding the learning. If the consultancy is to embed learning it would be delivered both before and after the training course/s takes place. This consultancy can be delivered to an individual manager/leader or a management/leadership group.	1. Blended	N/A	£2,000.00	£1,400.00



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Consultancy Package 2 University of York	<p>This 3-day consultancy package offers businesses access to specialist expertise from both university staff and industry experts in areas such as business transformation, change management, business growth, leadership and management, business strategy and business resilience. The consultancy can either be offered as a standalone package to support a specific business challenge or as part of a process of embedding the learning. If the consultancy is to embed learning it would be delivered both before and after the training course/s takes place. This consultancy can be delivered with to an individual manager/leader or a management/leadership group. This consultancy would normally be delivered in half-day sessions over a period of 6 weeks; however, it will depend on customer needs.</p>	1. Blended	N/A	£3,000.00	£2,100.00
Consultancy Package 3 University of York	<p>This 1-day consultancy package offers businesses access to specialist expertise from both university staff and industry experts in areas such as business transformation, change management, business growth, leadership and management, business strategy and business resilience. The consultancy can either be offered as a standalone package to support a specific business challenge or as part of a process of embedding the learning. If the consultancy is to embed learning it would be delivered both before and after the training course/s takes place. This consultancy can be delivered with to an individual manager/leader or a management/leadership group. This consultancy can be deliver over a 10-week period, either in one or full day sessions.</p>	1. Blended	N/A	£5,000.00	£3,500.00
Consultancy: Quality Improvement & Productive Practice Jane Fisher Associates Ltd	<p>Virtual or on-site consultancy support to deliver 'quick wins' and make change to happen fast. Support to energise and motivate teams using Productive Practices.</p> <p>Results are quick to materialise and are also long-lasting. With a real focus on sustainability, this consultancy support improves efficiency, effectiveness and overall productivity within the business and its teams.</p> <p>Through more productive working and quality improvements, it enhances both staff and your clients'/customers' experiences.</p> <ul style="list-style-type: none"> Improve workflow Eliminate waste Change the work environment Focus on core processes and purpose Manage time Manage variation Optimise inventory Enhance the client/customer relationship Focus on the product or service 	1. Online 2. Online 3. Online 4. Face to Face in workplace half day 5. Face to Face in workplace full day	2 Hours 4 Hours (Half day) 8 Hours (Full day) 4 Hours (Half day) 8 Hours (Full day)	£250.00 £430.00 £775.00 £550.00 £850.00	£175.00 £301.00 £542.50 £385.00 £595.00

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Consultancy: Strategic Support for Change: People and Operations Jane Fisher Associates Ltd	Virtual or on-site consultancy support to explore the challenges your business may be facing, identifying the issues and offering recommendations for improvement as well as advice and insights to optimise the business and build resilience and growth. Opportunities for practical support, progress monitoring, and evaluation of impact. Examples of areas of support – not exhaustive: <ul style="list-style-type: none"> Strategic Direction and Planning OKRs (Objectives and Key Results); Leadership and Management; Effective Procedures/Processes; Organisational Structures; Lines of Accountability/Communication; Team Development IT and Agile approaches 	1. Online	2 Hours	£250.00	£175.00
		2. Online	4 Hours (Half day)	£430.00	£301.00
		3. Online	8 Hours (Full day)	£775.00	£542.50
		4. Face to Face in workplace half day	4 Hours (Half day)	£550.00	£385.00
		5. Face to Face in workplace full day	8 Hours (Full day)	£850.00	£595.00
Courageous Leaders Programme Andrea Morrison Coaching	This is a fresh approach to leadership training and is essential for organisations who are looking to create leaders for the future, ones that drive sustainable business growth, retain their teams and enable individuals and their teams to reach their innate potential.	1. Face to Face in workplace 2. Online	21 Hours	£750.00 per person (minimum of four attendees)	£525.00
Create your Core Confidence & Resilience Andrea Morrison Coaching	A 1-day interactive workshop exploring the universal principles that are the source of innate confidence and resilience. This course is aimed at women or other marginalised groups.	1. Face to Face in workplace 2. Online	6 Hours	£275.00 per person (minimum of four attendees)	£192.50
Crisis Management CDI Alliance Ltd	Initial Review identifying key areas of development – Financial Organisational and Reputation	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Crisis Management CDI Alliance Ltd	Action the keys areas requiring development – This will be specified according to the Needs Analysis of initial review looking at one or all key areas	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Crisis Management – CEO consultant and Coach to provide follow up support on a 1:1 basis Pro-Development (UK) Limited	The provision of 1-2-1 support and coaching on crisis management issues from a former CEO with direct experience of this. Practical advice and takeaways. Cost quoted is for one hour consultancy/coaching.	1. Face to Face in workplace 2. Online	1 Hour	£200.00	£140.00



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Discovering capacity for unlimited Resilience Andrea Morrison Coaching	A 1-day interactive workshop exploring the source of innate resilience through cutting-edge psychological theories that facilitate real, sustainable change essential in the current business climate.	1. Face to Face in workplace 2. Online	6 Hours	£275 per person (minimum of four attendees)	£192.50
High Performing Team Support Pro-Development (UK) Limited	Consultancy and support for a team of leaders/managers using our HPT tool and a range of techniques to explore what is needed to become a team of high impact leaders who add value to the business, working with impact to build a High Performing Workplace. Cost quoted is per day of support and includes bespoke design to achieve agreed outcomes and use of HPT tool.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£2,100.00	£1,470.00
Leadership & Management Coaching/Mentoring & Consultancy Qinesis Marketing Limited	Coaching, mentoring, bespoke training and consultancy in any/all of the following topics: Leadership Development; Management; Strategy; Business Resilience; Business Growth; Managing Teams for Success; Change Management; Crisis Management; Digital Transformation, including: Artificial Intelligence and Machine Learning (including managing and analysis of Big Data), Process Automation (including IoT and cloud based solutions) and Information Security; Innovation (including training, workshops and consultancy – e.g. “Developing an Innovation Mindset”), New Product Development and Introduction; Finance; Sales; Marketing; Route to Market; Commercialisation; Supply Chain; Customer Service; Lean/Continuous Improvement; Systems and Processes; Communications; Organisational Structuring; HR; Skills Planning; Succession Planning; Digital Skills – training and consultancy; Recruitment (planning and practice); Sustainability – consultancy to support business leaders to improve their sustainability performance in line with Net Zero objectives.	1. Face to Face in workplace or external venue 2. Online (1–2–1 and / or group delivery)	Determined by type of project and employer needs as all activity is bespoke to the company.	£600.00 per day	£420.00
Leadership and Management consultation workshop Action Training (ATL) Limited	This is a consultation discovery workshop exploring and identifying the development areas for the manager, conducting a training needs analysis to support coaching & consulting sessions	1. Face to Face 2. Online	2 Hours	£125.00	£87.50

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Leadership Coaching & Mentoring for Courageous Leaders Andrea Morrison Coaching	Our Courageous Leadership Coaching programme provides a fresh and essential leadership coaching and mentoring approach for organisations who are looking to create leaders for the future, ones that drive sustainable growth, retain their teams and enable individuals to reach their innate potential. This can either be as a stand-alone programme or as an add-on to the Courageous Leaders Training.	1. Online	1, 6 or 20	1 hour : £225 6 hours : £1,200 20 hours: £3,500	1 hour : £157.50 6 hours : £840 20 hours: £2,450
Management Coaching and Consulting Package 1 Action Training (ATL) Limited	This includes the leadership consultation workshop, 1 training course (1-day bespoke delivery) and follow up coaching and consulting sessions	1. Face to Face 2. Online	25 Hours	£1,395.00	£976.50
Management Coaching and Consulting Package 2 Action Training (ATL) Limited	This includes the leadership consultation workshop, 3 x online training courses (eLearning) and follow up coaching and consulting sessions	1. Face to face 2. Online 3. eLearning	30 Hours	£1,020.00	£714.00
Management Coaching and Consulting Package 3 Action Training (ATL) Limited	This includes the consultation workshop, 2 x online training courses (eLearning) and follow up coaching and consulting sessions	1. Face to face 2. Online 3. eLearning	24 Hours	£950.00	£665.00
Management Coaching and Consulting Package 4 Action Training (ATL) Limited	This includes the consultation workshop, and coaching and consulting sessions	1. Face to face 2. Online 3. eLearning	20 Hours	£900.00	£630.00
Management Consultancy & Coaching follow up – (2 x 3.5 hr) Action Training (ATL) Limited	Follow up consultancy and coaching session	1. Online	7 Hours	£450.00	£315.00



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Management Consultancy & Coaching follow up – 3 x 2 hour sessions Action Training (ATL) Limited	Follow up consultancy and coaching session	1. Face to face	6 Hours	£400.00	£280.00
Management Consultancy & Coaching follow up – 3 x 2 hour sessions Action Training (ATL) Limited	Follow up consultancy and coaching session	1. Online	6 Hours	£400.00	£280.00
Management Consultancy & Coaching follow up – full day Action Training (ATL) Limited	Follow up consultancy and coaching session	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
One-to-one Coaching DMM Training and Development Limited	Bespoke 1-2-1 coaching, as per the client needs. Recommendation would be to undertake one of the profiles and /or 360 review.	1. Face to Face 2. Online	6 X 1 Hour coaching sessions	£450.00	£315.00
Talent and Succession Planning Pro-Development (UK) Limited	Consultancy, support and tools to develop talent and succession plans to support employee retention and business growth Cost quoted is per day working with senior leader/s.	1. Face to Face in workplace 2. Online	6 Hours	£1,100.00	£770.00
Well-being & Resilience Strategy – consultancy and support Pro-Development (UK) Limited	Consultancy and support with senior leaders on how best to implement a well-being strategy and initiatives. Exploring information and tools around well-being to support the health and well-being of the team.	1. Face to Face in workplace 2. Online	6 Hours	£1,100.00	£770.00



CONFLICT MANAGEMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Conflict Resolution Leadership training course Action Training (ATL) Limited	1-day leadership and management training course in Conflict Resolution Leadership	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Conflict Resolution in the Workplace – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50



CONSTRUCTION

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
NVQ Level 3 Diploma Contracting Operations Birkwood Plant Training Ltd	NVQ Level 3 Diploma Contracting Operations	1. Face to Face in workplace 2. Online	300 Hours	£1000.00	£700.00
NVQ Level 3 Diploma Occupational Work Supervision Birkwood Plant Training Ltd	NVQ Level 3 Occupational work supervision	1. Face to Face in workplace 2. Online	287 Hours	£1000.00	£700.00
NVQ Level 4 Site Supervision Birkwood Plant Training Ltd	NVQ Level 4 Site Supervision	1. Face to Face in workplace	390 Hours	£1200.00	£840.00
Site Managers Safety Training Scheme (CITB) Birkwood Plant Training Ltd	5-day site management training course	1. Face to Face in centre	37.5 Hours	£550.00	£385.00
Site Managers Safety Training Scheme refresher (CITB) Birkwood Plant Training Ltd	2-day site management training course refresher	1. Face to Face in centre	14 Hours	£295.00	£206.50
Site Supervisor Safety Training Scheme (CITB) Birkwood Plant Training Ltd	2-day Site Supervisor Safety Training Scheme	1. Face to Face in centre	14 Hours	£265.00	£185.50



CONSTRUCTION

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
NVQ Level 7 Senior Construction Management Birkwood Plant Training Ltd	NVQ Level 7 Senior Construction Management	1. Online	1690 Hours	£2000.00	£1,400.00
NVQ Level 6 Site Management Birkwood Plant Training Ltd	NVQ Level 6 Site Management	1. Online	2300 Hours	£1500.00	£1,050.00
NVQ Level 6 Constructing Contracting Operations Birkwood Plant Training Ltd	NVQ Level 6 Constructing Contracting Operations	1. Face to Face in workplace 2. Online	810 Hours	£1200.00	£840.00
NVQ Level 5 Controlling Lifting Operations (Planning Lifts) Birkwood Plant Training Ltd	NVQ Level 5 Controlling Lifting Operations (Planning Lifts)	1. Face to Face in workplace	890 Hours	£1200.00	£840.00
Construction Site Supervisor Training Programme Qinesis Marketing Limited	1-day introductory workshop and 5-day programme: to include (non-exhaustive) Leadership styles, leading and managing people; communications; HR responsibilities of managers – including regulatory; stakeholder management; customer service; H&S responsibilities including risk assessment and risk management; project management; and quality management.	Bespoke to company or open programme. 1-2-1 or group; any combination of workplace, classroom or virtual, as required	1-day workshop	£1450.00	£1,015.00
Construction Site Supervisor Training Programme Qinesis Marketing Limited	1-day introductory workshop and 5-day programme: to include (non-exhaustive) Leadership styles, leading and managing people; communications; HR responsibilities of managers – including regulatory; stakeholder management; customer service; H&S responsibilities including risk assessment and risk management; project management; and quality management.	Bespoke to company or open programme. 1-2-1 or group; any combination of workplace, classroom or virtual, as required	5-day full programme	£4950.00	£3,465.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Bespoke Introduction to Microsoft Excel Heart of Yorkshire Education Group	Bespoke training package covering various aspects of Microsoft Excel as required by the SME at an introductory level . Suitable for individuals with little to no knowledge of the software. Covers element such as: Entering, Editing and Presenting Data; Basic Formuale; Basic Formatting; Basic Tables and Graphs etc.	Distance learning - virtual classroom via MS Teams	Various as required by the SME - min. of 6 hours	£220 per person, per day (6 hrs) Or £200 per person, per day (6 hrs) (min. 2 people) Or £500 group rate, per day (6 hrs) (up to 10 people)	£154 per person, per day (6 hrs) Or £140 per person, per day (6 hrs) (min. 2 people) Or £350 group rate, per day (6 hrs) (up to 10 people)
Bespoke Advanced Microsoft Excel Heart of Yorkshire Education Group	Bespoke training package covering various aspects of Microsoft Excel as required by the SME at an Advanced Level. Suitable for individuals with good level of experience and understanding of this software but who need to develop their skills further. Covers elements such as Advanced Formulae; Advanced Database Functions; Advanced Text Functions;PivotTables PivotCharts; Goal Seek etc.	Distance learning - virtual classroom via MS Teams	Various as required by the SME - min. of 6 hours	£220 per person, per day (6 hrs) Or £200 per person, per day (6 hrs) (min. 2 people) Or £500 group rate, per day (6 hrs) (up to 10 people)	£154 per person, per day (6 hrs) Or £140 per person, per day (6 hrs) (min. 2 people) Or £350 group rate, per day (6 hrs) (up to 10 people)
Digital Marketing Skills Training Modules (non accredited) Qinesis Marketing Limited	Series of 20 short (12hr) modules to develop Digital Marketing Skills of small business leaders. Modules include: Content Management Planning; Use of Different Platforms; Unlocking the Creative Process; Using Different Tools.	Virtual delivery – each module includes 5 x 2hr or 10 x 1hr group training sessions + 2 x 1hrs 1–2–1 tutorials & tutor support throughout.	Each module is of 12 hour duration	£535 per module, per person	£374.50
Facebook for Business - Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	8 Hours	£90.00	£63.00
LinkedIn for Business - Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	8 Hours	£90.00	£63.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Marketing development both off and online Enterprise Made Simple Ltd	Building a structured marketing plan to build a coherent brand, target and data management system to make the most of all marketing efforts	1. Face to Face 2. Online 3. Combination of above	56 Hours	£1,500.00	£1,050.00
Moving your business online CDI Alliance Ltd	Initial Review identifying key areas of development Cloud Software, Cyber Security, CRM, IMS, MRP	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Moving your business online CDI Alliance Ltd	Action the keys areas requiring development – This will be specified according to the Needs Analysis of the Initial Review	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Online digital growth including blogging, videos and podcasting Enterprise Made Simple Ltd	Everything a smaller business would need to develop and implement an online social media presence that gets sales results.	1. Face to Face 2. Online 3. Combination of above	56 Hours	£1,500.00	£1,050.00
Online Sales Client Marketing Limited	How to start an online business	1. Face to Face 2. Online	7 Hours	£490.00	£343.00
Search Engine Optimisation for Business – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	8 Hours	£149.00	£104.30
Social Media for Business – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	8 Hours	£149.00	£104.30
Twitter for Business – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	6 Hours	£90.00	£63.00

FINANCE

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
<p>Bespoke Finance Training</p> <p>Heart of Yorkshire Education Group</p>	<p>Bespoke training package covering various aspects of finance as required by the SME covering elements such as: using accounting software; bookkeeping; costing; indirect tax; budgets; final accounts preparation; ethics; accounting spreadsheets etc.</p>	<p>Distance learning – virtual classroom via MS Teams</p>	<p>Various as required by the SME – min. of 6 hours</p>	<p>£220 per person, per day (6 hrs) Or £200 per person, per day (6 hrs) (min. 2 people) Or £500 group rate, per day (6 hrs) (up to 10 people)</p>	<p>£154 per person, per day (6 hrs) Or £140 per person, per day (6 hrs) (min. 2 people) Or £350 group rate, per day (6 hrs) (up to 10 people)</p>



GROWTH

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
<p>Beyond Your Vision – The Principal Dimension to Business Growth for a New Generation of Business Leaders (8 Week Online Programme)</p> <p>Andrea Morrison Coaching</p>	<p>Essential training for businesses who are looking to understand what it will take to create sustainable change and growth. They are looking beyond traditional and outdated techniques, strategies or theories that are no longer relevant to the current climate and want to delve deeper into what drives businesses to be successful and resilient.</p>	<p>1. Online</p>	<p>24 Hours</p>	<p>£300.00</p>	<p>£210.00</p>
<p>Beyond Your Vision – The Principal Dimension to Business Growth for a New Generation of Business Leaders (one to one Coaching)</p> <p>Andrea Morrison Coaching</p>	<p>Essential coaching and mentoring for business leaders who are looking to understand what it will take to create sustainable change and growth. They are looking beyond traditional and outdated techniques, strategies, theories or coaching approaches that are no longer relevant to the current climate and want to delve deeper into what drives businesses to be successful and resilient.</p>	<p>1. Online</p>	<p>8 Hours</p>	<p>£1,400.00</p>	<p>£980.00</p>
<p>Bidding & Tendering for Small Businesses – A Business Growth Strategy</p> <p>Hoops Solutions Limited</p>	<p>For leaders and managers of small businesses. Coaching and training sessions that will give them the confidence, insight, knowledge and tools to bid or tender for public and private contracts in order to grow their business. Participants will be fully supported to submit their first bid, tender or commercial proposal. Bust the jargon and get bid ready.</p>	<p>1. Face to Face in workplace</p>	<p>12 Hours</p>	<p>£695.00</p>	<p>£486.50</p>
<p>Bidding & Tendering for Small Businesses – A Business Growth Strategy</p> <p>Hoops Solutions Limited</p>	<p>The programme for leaders and managers of small businesses. The coaching and training sessions will give them the confidence, insight, knowledge and tools to bid or tender for public and private contracts in order to grow their business. Participants will be fully supported to submit their first bid, tender or commercial proposal.</p>	<p>2. Online</p>	<p>12 Hours</p>	<p>£695.00</p>	<p>£486.50</p>



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Business coaching and consultancy to upskill individuals Enterprise Made Simple Ltd	1-2-1 specific support around growth and development.	1. Face to Face 2. Online 3. Combination of above	As required (per hour charge)	£60 per hour	£42.00
Business Growth CDI Alliance Ltd	Initial Review identifying key areas of growth potential from both existing and new channels	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Business Growth CDI Alliance Ltd	Action the keys areas requiring development, exploring new and existing opportunities	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Business Growth Coaching / Consultancy BSA Training	4 x 0.5 days. Bespoke session based on the needs and wants of the Manager. Development of an action plan for next steps. Costs are per person. Min. of 1 person.	1. Face to Face 2. Online	12 Hours	£1,600.00	£1,120.00
Business Growth Leadership training course Action Training (ATL) Limited	1-day leadership and management training course in Business Growth Leadership	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Coaching and consultancy building up a strong business growth response Enterprise Made Simple Ltd	Working with individuals on a 1-2-1 basis, to build upon their core skills and their key business skills to achieve growth and development.	1. Face to Face 2. Online 3. Combination of above	As required (per hour charge)	£60 per hour	£42.00
Innovative Finance Models Enterprise Made Simple Ltd	Developing finance models for small businesses to identify growth and opportunities in fast changing market place, to add structure and productivity.	1. Face to Face 2. Online 3. Combination of above	28 Hours	£750.00	£525.00

HUMAN RESOURCES

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Anti-Harassment & Bullying – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Bespoke HR Training Heart of Yorkshire Education Group	Bespoke training package covering various aspects of HR as required by the SME covering elements such as: Recruiting and Resource Planning; Talent Planning; Policies and Procedures; Employee Engagement; Learning and Development etc.	Distance learning – virtual classroom via MS Teams	Various as required by the SME – min. of 6 hours	£220 per person, per day (6 hrs) Or £200 per person, per day (6 hrs) (min. 2 people) Or £500 group rate, per day (6 hrs) (up to 10 people)	£154 per person, per day (6 hrs) Or £140 per person, per day (6 hrs) (min. 2 people) Or £350 group rate, per day (6 hrs) (up to 10 people)
Consultancy – HR Brook Corporate Developments Limited	Providing services that cover the entire employee lifecycle to actively contribute to the success and future growth of an organisation. This includes contract and employee handbook review, implementing a recruitment process, restructuring and redundancy support, appraisals, absence management, disciplinary and grievance handling.	1. Face to Face in centre or workplace 2. Online	7 Hours (1 day)	£600.00	£420.00
Developing Good Employee Relations – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Disciplinary Procedures Global Partnership Europe Ltd	Disciplinary procedures	1. Online	1 Hour	£35.00	£24.50
Disciplinary Procedures – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50

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Equality, Diversity & Discrimination – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
HR Best Practice Follow Up Consultancy and Coaching Support Heart of Yorkshire Education Group	Follow-up consultancy and coaching support to initiate and embed HR best practice as identified from the workshop detailed above.	Distance learning – virtual classroom via MS Teams	Various as required by the SME	£40 per hour, per person Or £25 per hour, per person (min. 2 people) Or £70 p/h group rate (up to 6 people)	£28 per hour, per person Or £17.50 per hour, per person (min. 2 people) Or £49 p/h group rate (up to 6 people)
HR Best Practice Workshop Heart of Yorkshire Education Group	1-day workshop covering: What is best practice in HR? How does current HR practice in the SME compare? Open recruitment. Recruiting from disadvantaged groups – how to overcome barriers. Identifying and developing talent.	Distance learning – virtual classroom via MS Teams	6 Hours	£220 per person, per day (6 hrs) Or £200 per person, per day (6 hrs) (min. 2 people) Or £500 group rate, per day (6 hrs) (up to 10 people)	£154 per person, per day (6 hrs) Or £140 per person, per day (6 hrs) (min. 2 people) Or £350 group rate, per day (6 hrs) (up to 10 people)
HR Consultant/ Coach to provide follow up support on a 1:1 basis with SMEs Pro-Development (UK) Limited	1-2-1 support and consultancy on HR and OD issues for your business with practical advice and takeaways with a specialist HR consultant. Cost quoted is for one hour consultancy/coaching.	1. Face to Face in workplace 2. Online	1 Hour	£200.00	£140.00
HR Essentials for your business: Avoiding discrimination in recruitment Pro-Development (UK) Limited	A half-day bespoke workshop to understand the legal requirements when recruiting: best practice and effective strategies in your business. Cost quoted is per event.	1. Face to Face in workplace 2. Online	2 Hours	£325.00	£227.50

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
HR Essentials for your business: Effective and legal management of sickness Pro-Development (UK) Limited	A half-day bespoke workshop to understand the legal requirements when recruiting: best practice and effective strategies in your business. Cost quoted is per event.	1. Face to Face in workplace 2. Online	2 Hours	£325.00	£227.50
HR Essentials for your business: Grievance and Disciplinary best practice Pro-Development (UK) Limited	A half-day bespoke workshop to understand how to manage grievance and disciplinary issues in your business in line with employment law and examples of best practice. Cost quoted is per event.	1. Face to Face in workplace 2. Online	3 Hours	£450.00	£315.00
HR Essentials for your business: Recruitment and people management Pro-Development (UK) Limited	A half-day bespoke workshop to understand the legal requirements when recruiting: best practice and effective strategies in your business. Cost quoted is per event.	1. Face to Face in workplace 2. Online	3 Hours	£450.00	£315.00
HR Essentials for your business: Recruitment and people management Pro-Development (UK) Limited	A half-day bespoke workshop to understand the legal requirements when recruiting: best practice and effective strategies in your business. Cost quoted is per event.	1. Face to Face in workplace 2. Online	3 Hours	£450.00	£315.00
HR for Non-HR Managers – Foundation Brook Corporate Developments Limited	Supporting middle management with the tools to manage their day-to-day duties in line with HR standards. Providing knowledge regarding the full employee life-cycle from pre-recruitment to termination of employment. Includes HR Management, Recruitment/Selection, Performance Reviews, Managing Difficult Situations, Absence Management, Engagement and Retention.	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
HR for Non-HR Managers – Higher Brook Corporate Developments Limited	Supporting middle management with the tools to manage their day-to-day duties in line with HR standards. Providing knowledge regarding the full employee life-cycle from pre-recruitment to termination of employment. Includes HR Management, Recruitment/Selection, Performance Reviews, Managing Difficult Situations, Absence Management, Engagement and Retention.	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.0	£2,100.00
HR for Non-HR Managers – intermediate Brook Corporate Developments Limited	Supporting middle management with the tools to manage their day-to-day duties in line with HR standards. Providing knowledge regarding the full employee life-cycle from pre-recruitment to termination of employment. Includes HR Management, Recruitment/Selection, Performance Reviews, Managing Difficult Situations, Absence Management, Engagement and Retention.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.0	£3,780.00
Interview techniques for candidates Pro-Development (UK) Limited	This 1-day workshop provides tools and techniques to build confidence when being interviewed for future roles. The workshop covers building confidence, how to prepare for an interview, approaches to answering questions and a practical interview experience to receive feedback. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Managing Sickness & Absence – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
One day workshop: How to retain talent and recruit in an inclusive way & best practice Pro-Development (UK) Limited	A 1-day workshop covering the legal requirements when recruiting, overcoming unconscious bias in your processes and approach and developing effective and practical strategies based on case studies. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
One day workshop: HR and recruitment best practice in your business Pro-Development (UK) Limited	A 1-day bespoke in-house workshop for your business to explore your current HR and recruitment processes and compare to 'best practice', demystifying some of the barriers to recruiting and developing strategies to support your business growth. Cost quoted is for a day with the business.	1. Face to Face in workplace 2. Online	6 Hours	£900.00	£630.00



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Pathway to Business Success – Leadership & Management course Action Training (ATL) Limited	Leadership programme covering 6 modules, business resilience, financial management, business marketing, customer diversification, digital masterclass and bring it all together	1. Online	25 Hours	£700.00	£490.00
Sexual Harassment in the workplace – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Skills Training – Leadership and Management Training 4 Logistics Limited	Bespoke support in one or more of the following processes: Principles of L&M, Business Growth, Business Resilience, Change Management, Crisis Management, Changing Working Practices and Terms and Conditions of Employment, Organisational Development and Design, Employee Engagement, Restructuring (Equivalent Level 3 and above).	1. Face to Face 2. Online 3. Combination of above	8 hours	£650.00	£455.00
The Principles of Performance Management – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 hours	£35.00	£24.50



INTERNATIONAL MARKETS

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Consultancy – International Trade Brook Corporate Developments Limited	Helping businesses expand and grow their international operation/sales, systems and procedures through providing import/export strategic planning, consultancy on required documentation, licence application and compliance. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	7 Hours (1 day)	£600.00	£420.00
International Trade Enhancement – Foundation Brook Corporate Developments Limited	Understanding the required documentation to import and export to allow businesses to grow their business overseas. Includes Import and Export Strategy, Routes to international markets, Import and Export Process, Import and Export Licences and Preferential Duty.	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00
International Trade Enhancement – Higher Brook Corporate Developments Limited	Understanding the required documentation to import and export to allow businesses to grow their business overseas. Includes Import and Export Strategy, Routes to international markets, Import and Export Process, Import and Export Licences and Preferential Duty.	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.00	£2,100.00
International Trade Enhancement – Intermediate Brook Corporate Developments Limited	Understanding the required documentation to import and export to allow businesses to grow their business overseas. Includes Import and Export Strategy, Routes to international markets, Import and Export Process, Import and Export Licences and Preferential Duty.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00



LEADERSHIP - SHORT COURSES

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
21st-Century Leadership: Personal Development & well-being Jane Fisher Associates Ltd	<p>This session helps individuals that are experiencing change to determine what they want from both life and their careers. We then establish how to achieve that.</p> <p>RIDFEAR® has seven elements to it:</p> <p>Realisation – begin to discover who you are and what is really fundamental to you Ideal – start to determine what you really want Distractions – understand and change what is holding you back Focus – determine which area of your life you can and want to change Ends – establish what results you want to achieve Actions – plan how you are going to achieve them Reflect – take pride in your success, learn from it and reward yourself</p> <p>Pre-delivery: liaison with SME client to tailor content End of session: participant Action Plan and follow-up activities Post session follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress</p>	1. Online (webinar)	8 Hours (2 x 3.5-hour sessions + 1 hour follow-up)	£1,595.00	£1,116.50
		2. Face to Face on site or in workplace or at a venue arranged/paid for by client	8.5 Hours (7.5-hour session + 1-hour follow up)	£1,695.00	£1,186.50
4-Day Leadership Programme BSA Training	4 days including following modules – Managing Self, Managing People, Managing Relationships, Managing Tasks. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	24 Hours	£1,000.00	£700.00
		1. Online	24 Hours	£900.00	£630.00
5-Day Leadership Programme BSA Training	5 days including following modules – Managing Self, Managing People, Managing Relationships, Managing Change, Managing Tasks. Costs are per person. Min. of 5 people.	1. Online	30 Hours	£1,125.00	£787.50
		1. Face to Face in workplace	30 Hours	£1,250.00	£875.00
Crisis Management Leadership training course Action Training (ATL) Limited	1-day leadership and management training course in Crisis Management Leadership	1. Face to Face 2. Online	7 Hours	£450.00	£315.00



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Leadership Bitesize BSA Training	6 x 0.5 days. Including following modules - Understanding Self, Leading by Example, Teamworking and Collaboration, Performance Management, Values and Behaviours, Managing Time. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	18 Hours	£1,200.00	£840.00
		1. Online	18 Hours	£1,100.00	£770.00
Leadership Skills Introduction Global Partnership Europe Ltd	An introduction to leadership skills	1. Online	2 Hours	£35.00	£24.50



LEADERSHIP DEVELOPMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
21st-Century Leadership: Improving Productivity Jane Fisher Associates Ltd	Discover how cost savings are actually generated and then determine opportunities and solutions for operational improvements in all sectors, particularly service.	1. Online (webinar)	8 Hours (2 x 3.5-hour sessions + 1 hour follow-up)	£1,595.00	£1,116.50
	Pre-delivery: liaison with SME client to tailor content End of session: participant Action Plan & follow-up activities Post session follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress	2. Face to Face on site or in workplace or at a venue arranged/paid for by client	8.5 Hours (7.5-hour session + 1 hour follow-up)	£1,695.00	£1,186.50
Bespoke Leadership and Management Training Heart of Yorkshire Education Group	Bespoke training package covering various aspects of Leadership and Management as required by the SME. Suitable for junior, middle or senior management depending on requirement. The aim of this programme is to address specific issues, challenges or barriers that the SME may be facing. Covers elements such as: Performance Management; Change; Communication; Risk, Managing Conflict; Workforce Planning; Project Planning; Principles of Marketing; Financial Management; Resourcing and Budgets; Equality, Diversity and Inclusion; Creating and Delivering Operational Plans; Quality and Continuous Improvement; Managing Customer Experience etc.	Distance learning – virtual classroom via MS Teams	Various as required by the SME – min. of 6 hours	£220 per person, per day (6 hrs) Or £200 per person, per day (6 hrs) (min. 2 people) Or £500 group rate, per day (6 hrs) (up to 10 people)	£154 per person, per day (6 hrs) Or £140 per person, per day (6 hrs) (min. 2 people) Or £350 group rate, per day (6 hrs) (up to 10 people)
Coaching: Exploring a 360 view of your Leadership approach Jane Fisher Associates Ltd	Following completion of a questionnaire, a detailed report based around the following four behaviours – Dominance; Influence; Steadiness; Conscientiousness – is presented and discussed in a 2-hour 1-2-1 coaching session with the participant, from which a personal action plan is created. A follow up coaching session is also included to check on the manager's personal progress.	1. Online	6 Hours (includes client liaison, survey, report, 2 x coaching sessions)	£745.00	£521.50
	This session facilitates discussions and helps the participant: <ul style="list-style-type: none"> Increase their self-knowledge: how they respond to conflict, what motivates them, what causes them stress and how they solve problems. Improve their working relationships by recognising the communication needs of team members. Facilitate better teamwork and minimise team conflict. Manage more effectively by understanding the dispositions and priorities of other staff and team members. Become more self-knowledgeable, well-rounded and effective leaders. 				



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
	<p>Includes a two-part online assessment to uncover how they tend to lead.</p> <p>Raters are also given a two-part online assessment: the same Leadership Behaviour section that the leader takes and a Leadership Requests section that asks which leadership practices they'd like to see the leader do more of. Raters are categorised as: Direct Reports, Peers, Manager and Other. Any combination of groups may be used and leaders can have an unlimited number of Raters.</p>				
<p>Coaching: Exploring your Leadership approach</p> <p>Jane Fisher Associates Ltd</p>	<p>Following completion of a questionnaire, a detailed report based around the following four behaviours – Dominance; Influence; Steadiness; Conscientiousness – is presented and discussed in a 2 hour 1-2-1 coaching session with the participant, from which a personal action plan is created. A follow up coaching session is also included to check on the manager's personal progress.</p> <p>This session facilitates discussions and helps the participant:</p> <ul style="list-style-type: none"> • Increase their self-knowledge: how they respond to conflict, what motivates them, what causes them stress and how they solve problems. • Improve their working relationships by recognising the communication needs of team members. • Facilitate better teamwork and minimise team conflict. • Manage more effectively by understanding the dispositions and priorities of other staff and team members. • Become more self-knowledgeable, well-rounded and effective leaders. • Focus is on a one-to-many relationship as oppose to one-to-one relationships and on tangible steps directed at leading a group or organisation toward desired outcomes. 	<p>1. Online (webinar)</p>	<p>5 Hours (includes client liaison, survey, report, 2 x coaching sessions)</p>	<p>£645.00</p>	<p>£451.50</p>
<p>Individual Everything DiSC 363 Leaders Review and Coaching Feedback Session</p> <p>DMM Training and Development Limited</p>	<p>Using the Everything DiSC process, this is a 360 review of a leader, with feedback taken from their Manager, peers, co-workers, subordinates and others. An online questionnaire provides a detailed feedback report on key areas of leadership (including those from the Leaders profile detailed above). From the feedback received, the leader is provided with a 3-step plan on the key areas for development. An in-depth report, which has to be tactfully feedback to the participant to achieve maximum benefit.</p>	<p>1. Face to Face 2. Online</p>	<p>4 Hours</p>	<p>£350.00</p>	<p>£245.00</p>



LEADERSHIP DEVELOPMENT

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Individual Everything DiSC for Leaders Profile and Feedback Coaching Session DMM Training and Development Limited	DiSC profile for a Leader. In addition to the identification of the individuals behavioural style, the delegate is presented with a 3-step process to help the leader reflect on how they approach the most fundamental work of a leader; creating vision, building alignment around the vision and championing execution of the vision. Each step process is broken down into 3 areas: Vision – Exploration, Boldness and Testing Assumptions; Alignment – Clarity, Dialogue and Inspiration; Execution – Momentum, Structure and Feedback	1. Face to Face 2. Online	3 Hours	£275.00	£192.50
Individual Everything DiSC Management Profiling and Feedback Coaching Session DMM Training and Development Limited	Anyone who holds a management position and wishes to enhance their skills and gain a better understanding as to how to deal with different reportees. More in-depth than the basic work place profile, providing tips and techniques specifically around delegating and influencing others.	1. Face to Face 2. Online	3 Hours	£225.00	£157.50
Individual Everything DiSC Workplace Profiling and Coaching Feedback Session DMM Training and Development Limited	Basic behavioural profile and a great base to start from for the delegate, as it outlines the strengths and areas they need to develop. A true awareness-raising exercise.	1. Face to Face 2. Online	3 Hours	£195.00	£136.50
'In-House Everything DiSC Workplace Profiling and Feedback Session DMM Training and Development Limited	Online completion of Everything DiSC Workplace profile, followed by a group-based feedback session. Great opportunity for attendees to gain an understanding of their behavioural style and strengths and how they are perceived by others in their department / company. The raised awareness and understanding is the key to opening more effective working relationships and raised productivity. Example cost for 10 delegates £75.00 per profile and £400 feedback training session of 4 hours on site.	1. Face to Face (Group Based Learning on site or a venue of the client choosing)		£1,150.00	£850.00
Inspiring Leaders – creating a high performing workplace Pro-Development (UK) Limited	This day is to support a group of leaders who have worked through one of the Inspiring Leaders programmes or development workshops to review how they have implemented learning, the impact on culture and what further actions are required to help create a high-performing workplace. Cost quoted is for a day of support and includes bespoke design to achieve agreed outcomes.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£2,100.00	£1,470.00



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Inspiring Leaders – Masterclass – indoor half day workshop with guest speakers Pro-Development (UK) Limited	These 1-day masterclasses will provide an opportunity for those who have attended development programmes to undertake further learning to help embed tools, techniques and to develop other leadership capabilities and skills. Cost quoted is per person. Minimum of 6 people.	1. Face to Face at external venue 2. Online	3 Hours	£250.00	£175.00
Inspiring Leaders – Masterclass – indoor one day workshop with guest speakers Pro-Development (UK) Limited	These 1-day masterclasses will provide an opportunity for those who have attended development programmes to undertake further learning to help embed tools, techniques and to develop other leadership capabilities and skills. Cost quoted is per person. Minimum of 6 people.	1. Face to Face at external venue 2. Online	6 Hours	£450.00	£315.00
Inspiring Leaders – Masterclass – outdoor workshop Pro-Development (UK) Limited	These 1-day masterclasses will provide an opportunity for those who have attended development programmes to undertake further learning to help embed tools, techniques and to develop other leadership capabilities and skills. Cost quoted is per person and includes all outdoor activities. Minimum of 6 people.	1. Face to Face at external venue 2. Online	6 Hours	£450.00	£315.00
Inspiring Leaders Experiential 7-month Programme with One-to-one Coaching Pro-Development (UK) Limited	This exciting 7-month programme consists of 7 experiential outdoor and indoor 1-day workshops combined with 6 x coaching sessions to support your journey. The programme is designed to develop authentic and inspiring leadership. Starting with understanding self, you will use various activities to look at how you lead in action. You will explore ways to bring out the best in teams, achieving results through others, succession planning and leading through change. We will examine how you lead and observe and offer feedback on your development into an authentic and inspiring leader. Cost quoted is per person and includes all outdoor activities.	1. Face to Face workshops in external venues 2. Face to Face in workplace 3. Online	54 Hours	£4,300.00	£3,010.00



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Inspiring Leaders Indoor 5-month Programme with Action Learning Groups Pro-Development (UK) Limited	<p>This programme includes 5 x 1-day workshops and 4 x half-day action learning groups. Designed for SMEs, the programme aims to develop attendees to become inspiring managers and leaders. Starting with understanding you and your role and how you communicate, and moving on to bringing out the best in the team, managing individuals and teams, growing you and your team and succession planning.</p> <p>Cost quoted is per person. If bespoke programme, minimum of 6 people.</p>	1. Face to Face in workplace or external venue 2. Online	42 Hours	£1,800.00	£1,260.00
Inspiring Leaders Indoor 6-month Programme with Action Learning Groups Pro-Development (UK) Limited	<p>This programme includes 6 x one day workshops and 5 x half day action learning groups. Designed for SMEs, the programme aims to develop attendees to become inspiring managers and leaders. Starting with understanding you and your role and how you communicate and moving on to bringing out the best in the team, managing individuals and teams, growing you and your team and succession planning.</p> <p>Cost quoted is per person. If bespoke programme minimum of 6 people.</p>	1. Face to Face in workplace or external venue 2. Online	51 Hours	£2,400.00	£1,680.00
Leadership Coaching Jane Fisher Associates Ltd	<p>Virtual 1-2-1 coaching to support leaders and managers.</p>	1. Online (One x60 minute)	1-Hour ad hoc coaching session	£185.00	£129.50
	<p>An opportunity for individuals to take time out of the everyday hustle and bustle of work and reflect on their roles to consider the external, internal and personal factors that affect their lives.</p> <p>Take control of their own development, clarify goals and explore the options available to them objectively, facilitated by their coach. Supported by their coach, individuals can identify the changes they wish to make and determine the pathways they wish to take enabling them to achieve their ultimate goals and potential.</p> <p>End of session Action Planning gives participants a clear direction post session. When booking multiple sessions there is an opportunity to explore progress.</p> <p>60- or 90-minute coaching sessions, accompanied with reasonable access between session by email or telephone.</p>	2. Online (Six x60 minute)	6 X 1-Hour coaching sessions	£995.00	£696.50
		3. Online (One x90 minute)	1.5-Hour ad hoc coaching session	£230.00	£161.00
		4. Online (Six x90 minute)	6 X 1.5-Hour coaching sessions	£1,245.00	£871.50



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Manufacturing Supervisor / Team Leader Training programme Ginesis Marketing Limited	1-day introductory workshop or 5 day programme: to include Leadership styles, leading and managing people; performance management; communications; HR responsibilities of managers – including regulatory; stakeholder management; customer service; H&S responsibilities, including risk assessment and risk management; project management; communications; supplier management; manufacturing systems (including lean/continuous improvement) and quality management.	Bespoke to company or open programme. 1-2-1 or group; any combination of workplace, classroom or virtual, as required	1-day workshop	£1,450.00	£1,015.00
		Bespoke to company or open programme. 1-2-1 or group; any combination of workplace, classroom or virtual, as required	5-day full programme	£4,950.00	£3,465.00
Personal Leadership “Open” Training Development Programme. Run for businesses that do not have sufficient delegates for an in-house programme. Attendees are of all Levels, roles and sectors. DMM Training and Development Limited	8-session classroom training programme, held over a number of weeks to enable practical application of processes, techniques and theory learning back in the workplace. Starts with a pre-programme 1-2-1 interview to understand challenges and development needs.	1. Face to Face (Group Based Learning held in Knaresborough)	32 Classroom Hours	£1,450.00	£1,015.00



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<p>Personal Leadership In-House Training Development Programme. Run for businesses who have between 6 and 12 delegates who require training and development. Level of individual would be Junior, Team Leader & Supervisory.</p> <p>DMM Training and Development Limited</p>	<p>As the above 'open' programme and run over 7 sessions, fortnightly.</p>	<p>1. Face to Face (Group Based Learning on site or a venue of the client choosing)</p>	<p>28 Classroom Hours</p>	<p>£1,150.00</p>	<p>£805.00</p>
<p>When are you leading and when are you managing? Leadership & Management Styles</p> <p>CDI Alliance Ltd</p>	<p>Understanding the difference between leadership and management. Identifying when you are leading your organisation and what styles of leadership you can use in different situations to get employee buy-in. Identifying when you are managing the organisation and what styles of management you can use to get the best from your staff.</p>	<p>1. Face to Face 2. Online</p>	<p>3 Hours (2 x 90-minute sessions)</p>	<p>£700.00</p>	<p>£490.00</p>



LEAN MANAGEMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Consultancy – Lean Implementation Brook Corporate Developments Limited	Helping businesses implement lean tools into their operation to reduce non-value added activity, maximise potential and increase profits/growth. Consultancy support can include understanding waste, process mapping, FMEA, PDCA, Kaizen, DMAIC, 5S to enable continuous improvement. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	7 Hours (1 Day)	£600.00	£420.00
Lean Implementation – Tools & Techniques – Foundation Brook Corporate Developments Limited	Helping businesses implement lean tools into their operation to reduce non-value added activity, maximise potential and increase profits/growth. Consultancy support can include understanding waste, process mapping, FMEA, PDCA, Kaizen, DMAIC, 5S to enable continuous improvement. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00
Lean Implementation – Tools & Techniques – Higher Brook Corporate Developments Limited	Helping businesses implement lean tools into their operation to reduce non-value added activity, maximise potential and increase profits/growth. Consultancy support can include understanding waste, process mapping, FMEA, PDCA, Kaizen, DMAIC, 5S to enable continuous improvement. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00
Lean Implementation – Tools & Techniques – Intermediate Brook Corporate Developments Limited	Helping businesses implement lean tools into their operation to reduce non-value added activity, maximise potential and increase profits/growth. Consultancy support can include understanding waste, process mapping, FMEA, PDCA, Kaizen, DMAIC, 5S to enable continuous improvement. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.0	£2,100.00



MANAGEMENT - SHORT COURSES

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
<p>Creating High Performing Workplaces – a series of up to 12 x 2 hour bespoke skills workshops to develop managers/ leaders in your business</p> <p>Pro-Development (UK) Limited</p>	<p>Series of up to 12 x 2-hour bespoke leadership skills workshops – Topics can be selected from a range of areas: leading in our business, our vision, values and culture, managing stress/pressure, emotional intelligence, reacting to change, leading a virtual team, well-being, building confidence and assertiveness, communication, teamwork, honest conversations, delegation, managing conflict, high-performing teams.</p> <p>Cost quoted is for a 2 hour session. Minimum of 6 sessions.</p>	<p>1. Face to Face in workplace 2. Online</p>	2 Hours	£550.00	£385.00
<p>Delegation Espresso</p> <p>CDI Alliance Ltd</p>	<p>We identify barriers that stop us from delegating and explore the impact of successful delegation. We review task lists to delegate and identify how to delegate effectively to gain engagement, task follow-up and long-term delegation planning.</p>	1. Online	1.5 Hours (1 x 90-minute session)	£350.00	£245.00
<p>Goal Setting and Creating you team vision</p> <p>CDI Alliance Ltd</p>	<p>We identify the power of goal setting and vision for individual and team growth, motivation and engagement. We share core goal setting principles and models and how to apply these. We apply these in the session and review how to engage others with our goals and action plans.</p>	1. Online	1.5 Hours (1 x 90-minute session)	£350.00	£245.00
<p>Reframing the myths about women in the workplace</p> <p>Pro-Development (UK) Limited</p>	<p>A half-day workshop to understand the myths that exist around women and leadership in the workplace. Some myth busting and practical tips to manage this.</p> <p>Cost quoted is per person. Minimum of 6 people.</p>	<p>1. Face to Face in workplace or external venue 2. Online</p>	3 Hours	£135.00	£94.50
<p>Stepping into Power & Presence (aimed at women and other minority groups)</p> <p>Pro-Development (UK) Limited</p>	<p>A half-day workshop to understand the theories around types of power, unconscious and conscious bias in society and how to build confidence in using and growing your personal power.</p> <p>Cost quoted is per person. Minimum of 6 people.</p>	<p>1. Face to Face in workplace or external venue 2. Online</p>	3 Hours	£135.00	£94.50



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<p>Stepping up to Management: Managing People and Teams</p> <p>Jane Fisher Associates Ltd</p>	<p>Bespoke masterclass that delves into the skills, approaches and techniques that can be used to effectively manage people and teams. Designed around the needs of your business, content may include:</p> <p>motivating others; the coaching approach; managing challenging behaviours; delegation; conflict resolution; decision making; team development; team roles; team goals and objectives; role as a team leader; active listening; developing empathy; creating clear communication channels; building trust and culture; increase participation and team engagement; team well-being strategies; behaviours and attitudes of staff; virtual team management</p> <p>INCLUDES: 2 facilitators to enhance online delivery Pre-delivery: liaison with SME client to identify challenges to customise masterclass content End of session: Q/A session, participant Action Plan and follow-up activities Post session: follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress</p>	<p>1. Face to Face on site or in workplace or at a venue arranged/paid for by client (4.5 hours)</p> <hr/> <p>2. Face to Face on site or in workplace or at a venue arranged/paid for by client (8 hours)</p>	<p>4.5 Hours (3.5-hour session + 1 hour follow-up)</p> <hr/> <p>8 Hours (7-hour session + 1 hour follow-up)</p>	<p>£1,245.00</p> <hr/> <p>£1,595.00</p>	<p>£871.50</p> <hr/> <p>£1,116.50</p>
<p>The art of delegation – how to empower and motivate your team</p> <p>Pro-Development (UK) Limited</p>	<p>This 1-day practical workshop provides a range of tools and templates to support delegating tasks effectively, challenging you to let go and to ensure delegation is a key development tool to motivate, empower and develop the team.</p> <p>Cost quoted is per person. Minimum 6 people.</p>	<p>1. Face to Face in workplace or external venue</p> <p>2. Online</p>	<p>6 Hours</p>	<p>£275.00</p>	<p>£192.50</p>



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Being my Best – Exceptional me Pro-Development (UK) Limited	A 1-day workshop to understand and explore vision and values of your business and how you can contribute to this, build individual confidence and make connections with other team members. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Being my Best – Exceptional Service Pro-Development (UK) Limited	A 1-day workshop to explore what exceptional customer service means and how individual can contribute to this and build customer/client relationships. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Bespoke Leadership and Management Training Azure Consulting Limited	Leadership and management on a range of topics in the form of individual sessions or a combined package. Topics could include but are not limited to: What great leadership means, Change management, Making presentations, Personal effectiveness and managing yourself, Building teams, Motivating and empowering others, Coaching and mentoring, Recruitment and selection. Price per facilitator per full working day of facilitation, plus design and materials cost	1. Face to Face in workplace or external venue 2. Online 3. Self-directed learning	Variable dependent on need.	£1,000.00	£700.00
Building Relationships and Influencing Others Pro-Development (UK) Limited	This interactive 1-day skills workshop focuses on how to build and maintain strong relationships in the workplace and with clients. It will help attendees to build rapport and understand the power of earning goodwill to build strong and lasting relationships. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Building Teams for the Future – creating an impactful team who self manage and add value Pro-Development (UK) Limited	A one day workshop to support a team of up to 12, helping them to identify what it take to be a team who add value to the business, working with impact to build high-performing teams. Cost quoted is per person and includes assessment tool. Minimum of 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£400.00	£280.00



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Building your future Talent – a series of up to 12 x 2 hour bespoke skills workshops to support new recruits, women, 50+ or graduates in your business Pro-Development (UK) Limited	<p>Series of up to 12 (minimum of 6) x 2 hr bespoke skills workshops – Topics can be selected from a range of areas: Leading self, playing to strengths, managing stress/pressure, well-being, resilience, building confidence and assertiveness, communication, teamwork, honest conversations, managing conflict.</p> <p>Cost quoted is for a 2-hour session. Minimum of 6 sessions.</p>	1. Face to Face in workplace or external venue 2. Online	2 Hours	£555.00	£385.00
Coaching and Mentoring Skills Pro-Development (UK) Limited	<p>This 1-day workshop is designed to help individuals understand coaching and mentoring, how coaching and mentoring fits with effective management and to acquire practical techniques for use in every day work to motivate and influence people to be their best.</p> <p>Cost quoted is per person. Minimum 6 people.</p>	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Communicating with Impact and Confidence Pro-Development (UK) Limited	<p>This interactive 1-day skills workshop focuses on how to improve personal impact and your personal communication style. Attendees will apply techniques to communicate with greater impact exploring skilled questioning, focused listening and the confidence to choose the right style to help voice your views.</p> <p>Cost quoted is per person. Minimum 6 people.</p>	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Developing Resilience and motivation in your teams and business CDI Alliance Ltd	<p>Developing resilience and motivation in our teams is important for performance, well-being and productivity. We share core techniques and structures to identify if team / individual resilience and motivation are dropping. We share techniques to enhance resilience and motivation as a team and also at an individual level. We share current research, case studies and practical ideas that will help drive motivation and resilience in others.</p>	1. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Developing your Emotional Intelligence Pro-Development (UK) Limited	<p>This 1-day skills workshop provides an opportunity to define emotional intelligence, consider the impact of emotional intelligence in the workplace and begin to explore personal EI strengths and areas for development.</p> <p>Cost quoted is per person. Minimum 6 people.</p>	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50



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Effective Delegation – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Emotional Intelligence (Face to Face) BSA Training	1 day including topics on Self-awareness, Self-management, Empathy, Motivation and Social Skills. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	6 Hours	£300.00	£210.00
Facilitation Skills – developing training and coaching skills Pro-Development (UK) Limited	This workshop has been designed to support Subject Matter Experts, Leaders, Managers and in-house trainers who are responsible for training and developing others. It provides the underpinning knowledge and practical experience to enable them to maximise learning opportunities whether in a 1:1 or delivering to groups to support the development of talent. Cost quoted is per person. Minimum of 4 people	1. Face to Face in external venue	18 Hours	£900.00	£630.00
Feedback Skills – delivering effective feedback CDI Alliance Ltd	Delivering and receiving feedback are core skills to enable the development and growth of others. We review core feedback models and techniques to enable effective feedback, the barriers to giving and receiving feedback and ways to overcome these. We will explore techniques to actively listen to understand rather than listen with the intent to reply. We will review how to spot signs of concern or disengagement and how to unravel them through questioning to open up conversations and to enable effective feedback.	1. Online	1.5 Hours (1 x 90-minute session)	£350.00	£245.00
Holding Honest Conversations Pro-Development (UK) Limited	This practical 1-day skills workshop will provide the essential skills and knowledge to approach honest conversations in a confident and structured way. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Improve your Time Management and Planning skills Pro-Development (UK) Limited	This 1-day skills workshop will help strip out waste activities, enhance planning, prioritisation and time management techniques to deliver against commitments, and meet the deadlines agreed with colleagues and clients. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50



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'In-House Presentation Skills "Stand up and Stand Out" Maximum 8 delegates DMM Training and Development Limited	Delegates will be able to confidently present to a group at the end of the day. Videoed 3 times throughout the day, with 1-2-1 feedback after each 'talk' to review areas for development. Practical tips and techniques shared and raised understanding of key areas of communication WORDS / TONE / BODY LANGUAGE. Processes to follow when writing a presentation i.e. what to include and what not to include. How to present effectively with and without notes and PowerPoint.	1. Face to Face (Group Based Learning on site or a venue of the client choosing)	7 Hours	£2,500.00	£1,750.00
Inspiring the best from others – People Fundamentals Pro-Development (UK) Limited	A 1-day workshop to support managers in their role, enhancing confidence and building essential Manager skills. The course will provide a structure and toolkit to ensure that managers raise their self-awareness, get the best from their team and achieve positive results. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Introduction to Emotional Intelligence – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	6 Hours	£65.00	£45.50
Leadership & Management training course Action Training (ATL) Limited	1-day leadership and management training course	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Leadership Skills – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Management Consultancy workshop – Full day Action Training (ATL) Limited	A 1-day workshop to explore and carry out a business skills analysis with the management team to identify the training and individual needs of the leadership team.	1. Face to Face	7 Hours	£450.00	£315.00



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Managing Meetings - Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Managing Performance Pro-Development (UK) Limited	This 1-day workshop will provide the essential skills and knowledge to manage and motivate other people to help them achieve their best. Attendees will explore how performance management supports the vision and goals and how to run supportive and successful 1:1s, appraisals and reviews. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Managing Self, Managing People and Managing Tasks (Face to Face) BSA Training	3 days. Modules include – Managing Self, Managing People and Managing Tasks. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	18 Hours	£750.00	£525.00
Managing Self, Managing People and Managing Tasks (Online) BSA Training	3 days. Modules include – Managing Self, Managing People and Managing Tasks. Costs are per person. Min. of 5 people.	1. Online	18 Hours	£675.00	£472.50
Managing Teams Leadership training course Action Training (ATL) Limited	1-day leadership and management training course in Managing Teams Leadership	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Objective Setting - Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
One day tailored Leadership and Management Training – group training University of York	This course is aimed at businesses who want to address specific leadership and management challenges within their business or develop a group of staff. The training can be tailored to meet the specific needs of the business and can include topics such as resilience, talent management, leading and developing teams, strategy management, personal style and impact, innovation in leadership and team building. We are able to offer training to a range of groups from the business including new managers, developing managers and senior leaders. To create a larger impact on the business it is possible to deliver a number of days to build a tailored leadership programme that directly meets the needs of the business.	1. Face to Face	7 hours	£2400 (for up to 12 people)	£1,680.00
		1. Online	6 hours (can be split into 2 x 3 hour sessions)	£2000 (for up to 12 people)	£1,400.00
Overcoming Imposters Syndrome & Building Confidence Pro-Development (UK) Limited	A 2-hour workshop to understand what Imposter Syndrome is, how it inhibits us and practical tools to use to overcome this. Cost quoted is per person. Minimum of 6 people.	1. Face to Face in workplace or external venue 2. Online	2 Hours	£110.00	£77.00
Performance Management Practices Leadership training course Action Training (ATL) Limited	Design and delivery of the 1-day leadership and management training course	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Presentation Skills Client Marketing Limited	This course will help you present with confidence in different settings and will help you understand how audiences can be engaged and enable you to develop a presentation that achieves your aims.	1. Face to Face 2. Online	7 Hours	£490.00	£343.00
		1. Webinar	1.5 Hours	£150.00	£105.00
Presentation Skills – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50



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Principles of Communication – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Principles of Performance Management Global Partnership Europe Ltd	The principles of performance management	1. Online	2 Hours	£35.00	£24.50
Project Management – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Project management introduction Global Partnership Europe Ltd	Project Management Introduction	1. Online	2 Hours	£35.00	£24.50
Skills to Lead – Leadership & Management Development – Foundation Brook Corporate Developments Limited	Developing the skill-set of middle managers; the role they play in the wider organisation; their role in supporting the SLT and general workforce; how to understand their teams and the different styles of working; coaching on how to get the best out of individuals; management planning (SWOT, PEST).	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00
Skills to Lead – Leadership & Management Development – Higher Brook Corporate Developments Limited	Developing the skill-set of middle managers; the role they play in the wider organisation; their role in supporting the SLT and general workforce; how to understand their teams and the different styles of working; coaching on how to get the best out of individuals; management planning (SWOT, PEST).	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00



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Skills to Lead – Leadership & Management Development – Intermediate Brook Corporate Developments Limited	Developing the skill-set of middle managers; the role they play in the wider organisation; their role in supporting the SLT and general workforce; how to understand their teams and the different styles of working; coaching on how to get the best out of individuals; management planning (SWOT, PEST).	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.00	£2,100.00
Stepping up to Management: Managing People and Teams Jane Fisher Associates Ltd	Bespoke masterclass that delves into the skills, approaches and techniques that can be used to effectively manage people and teams. Designed around the needs of your business, content may include: motivating others; the coaching approach; managing challenging behaviours; delegation; conflict resolution; decision making; team development; team roles; team goals and objectives; role as a team leader; active listening; developing empathy; creating clear communication channels; building trust and culture; increase participation and team engagement; team well-being strategies; behaviours and attitudes of staff; virtual team management INCLUDES: 2 facilitators to enhance online delivery Pre-delivery: liaison with SME client to identify challenges to customise masterclass content End of session: Q/A session, participant Action Plan and follow-up activities Post session: follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress	3. Online (webinar 3 hours)	3 Hours (2-hour webinar + 1 hour follow-up)	£795.00	£556.50
		1. Online (webinar 4 hours)	4 Hours (3-hour webinar + 1 hour follow-up)	£1,095.00	£766.50
Stepping up to Management: Managing Professional Effectiveness Jane Fisher Associates Ltd	Bespoke masterclass to examine some of the key communication and organisational requirements of an effective manager. Designed around the needs of the SME, content may include: the art of communication; engaging others; presenting to different audiences; planning and target setting; time management; managing meetings; managing emails INCLUDES: 2 facilitators to enhance online delivery Pre-delivery: liaison with SME client to identify challenges to customise masterclass content End of session: Q/A session, participant Action Plan and follow-up activities Post session follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress	1. Online (webinar 3 hours)	3 Hours (2-hour webinar + 1 hour follow-up)	£795.00	£556.50
		2. Online (webinar 4 hours)	4 Hours (3-hour webinar + 1 hour follow-up)	£1,095.00	£766.50
		3. Face to Face on site or in workplace or at a venue arranged/paid for by client (4.5 hours)	4.5 Hours (3.5-hour session + 1 hour follow-up)	£1,245.00	£871.50
		4. Face to Face on site or in workplace or at a venue arranged/paid for by client (8 hour)	8 Hours (7-hour session + 1 hour follow-up)	£1,595.00	£1,116.50



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Stepping up to Management: The Principles Jane Fisher Associates Ltd	Bespoke masterclass that provides opportunities to explore the key principles of management and the roles of a manager.	1. Online (webinar 3 hours)	3 Hours (2-hour webinar + 1 hour follow-up)	£795.00	£556.50
	Designed around the needs of the SME, content may include:	2. Online (webinar 4 hours)	4 Hours (3-hour webinar + 1 hour follow-up)	£1,095.00	£766.50
	differences between Leadership and Management; management styles and their effective application; personal branding; personal authority; behavioural styles and their impact (see also DiSC profiling option); situational leadership; building relationships and trust.	3. Face to Face on site or in workplace or at a venue arranged/paid for by client (4.5 hours)	4.5 Hours (3.5-hour session + 1 hour follow-up)	£1,245.00	£871.50
	INCLUDES: 2 facilitators to enhance online delivery Pre-delivery: liaison with SME client to identify challenges to customise masterclass content End of session: Q/A session, participant Action Plan and follow-up activities Post session follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress	4. Face to Face on site or in workplace or at a venue arranged/paid for by client (8 hour)	8 Hours (7-hour session + 1 hour follow-up)	£1,595.00	£1,116.50
Stress Management – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Time Management – Management online course Action Training (ATL) Limited	eLearning management & leadership course	1. eLearning/ Online	5 Hours	£35.00	£24.50
Time Management skills – juggling people management and your day job CDI Alliance Ltd	We review techniques, tools and practical skills to support the management of your time to feel more in control and on top of tasks and the juggle of workloads. We review time stealers, discuss how to combat them, and review established models and techniques that help organisations to prioritise and avoid procrastination.	1. Online	1.5 Hours (1 x 90-minute session)	£350.00	£245.00



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<p>Understanding and adapting Communication Styles</p> <p>Pro-Development (UK) Limited</p>	<p>This interactive workshop helps to increase self-awareness to help participants to understand their own style and that of others to improve relationships. Using assessment tools will help you recognise how you respond in situations, describe the impact this has on others and identify strategies for improving communication.</p> <p>Cost quoted is per person and includes all assessment tools and activities. Minimum of 6 people.</p>	<p>1. Face to Face in workplace or external venue 2. Online</p>	<p>6 Hours</p>	<p>£400.00</p>	<p>£280.00</p>
<p>Understanding Professional Services Firms</p> <p>University of York</p>	<p>Professional services firms (such as accountancy, law, or consultancy firms) are one of the fastest-growing and most successful sectors in advanced economies. This course, one of the first of its kind, has been developed by Professor Daniel Muzio and is built around his world-leading, research-based expertise in this area, augmented with a series of dedicated case studies and practical activities. Aimed at early-career professionals or those aspiring to work in this sector, the course seeks to equip delegates with a critical understanding of the unique characteristics of professional organisations and workplaces, their strategies, organisational structures, practices, and career systems. Delegates will look at relevant theories and conceptual tools and also consider the many challenges happening in the sector such as technological and regulatory changes. Through attending the course, delegates will gain a greater understanding of Professional Services Firms, their work, and organisation, which will help them reflect on and launch their own professional career strategies.</p>	<p>1. Face to Face (Delivered 12th /13th September 2022)</p>	<p>9 Hours</p>	<p>£950 (per person)</p>	<p>£665.00</p>



MENTAL HEALTH

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Level 3 in understanding mental health in workplace for managers Global Partnership Europe Ltd	Understanding mental health in workplace for managers	1. Face to Face in workplace or external venue 2. Online	10 Hours	£250.00	£175.00
Mental Health at Work (Award in First Aid for Mental Health) Source Solutions Uk Ltd	Award qualification	Face to face or Remote	1 Day	£200.00	£140.00
Mental Health at Work (Award in First Aid for Mental Health) Source Solutions Uk Ltd	Award qualification	Face to face or Remote	2 Days	£300.00	£210.00
Mental Health and well-being for Managers University of York	<p>This online session will help leaders to understand the impact of mental health and well-being on organisational performance. The course aims to help delegates with an understanding of emotional and mental health and an understanding of stress on the human body. Review well-being initiatives and understand how to create and sustain a positive culture of mental health and well-being.</p> <p>4 hours live tutor lead course Minimum number of delegates: 10</p>	1. Online	N/A	£90.00	£63.00
Mental Health and well-being for Managers University of York	<p>This classroom-based session will help leaders to understand the impact of mental health and well-being on organisational performance. The course aims to help delegates with an understanding of emotional and mental health and an understanding of stress on the human body. Review well-being initiatives and understand how to create and sustain a positive culture of mental health and well-being.</p> <p>1 day face to face Minimum number of delegates: 8</p>	1. Face to Face	N/A	£225.00	£157.50

NEW MANAGERS

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Coaching Skills for new Managers CDI Alliance Ltd	Coaching and developing others are key as part of a people manager role. We review directive and non-directive coaching models and techniques to support the development of others. We review quick-win coaching techniques and discuss how to create a development plan for team members.	1. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Making the transition from Friend to Supervisor (Online) BSA Training	4 days including the following modules – Understanding the Role, Changing Mindset and Perspective Shift, Leading with Authority, Coaching and Motivating. Costs are per person. Min. of 5 people.	1. Online	24 Hours	£900.00	£630.00
Making the transition from Friend to Supervisor (Face to Face) BSA Training	4 days including the following modules – Understanding the Role, Changing Mindset and Perspective Shift, Leading with Authority, Coaching and Motivating. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	24 Hours	£1,000.00	£700.00
Management & Leadership In-House Bespoke Training Development Programme. Aimed at Managers, either newly appointed or in post. Group size between 6 and 14 delegates DMM Training and Development Limited	Pre-programme Everything DiSC Management Profiling completed by delegates online and then a group feedback session of 3 hours. The training programme is structured around the 5 behaviours of a cohesive team, incorporating the abovementioned modules with the reporting and accountability on practical implementation at work. Sessions include activities and exercises as well as group-based business discussions.	1. Face to Face (Group Based Learning on site or a venue of the client choosing)	40 Hours	£1,650.00	£1,1550.00
People Management Skills for new Managers / Team Leaders / Supervisors CDI Alliance Ltd	Stepping into management is exciting and can be daunting. We review the 6 pillars of management and techniques to create structure, accountability, strategy, delegation, feedback skills, team meeting best practice and 1-2-1 best practice, techniques to create motivation and team cohesion. We look at the pitfalls and barriers of people management, discuss how to overcome these, and show you how to build your own development as a people manager.	1. Online	6 Hours (3 x 120-minute sessions)	£1,410.00	£987.00



QUALIFICATIONS

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CMI Coaching and Mentoring for Managers – Level 5 Award University of York	The Coaching and Mentoring Programme is an in-depth, high-impact tutor-led programme that gives access to 18 hours of live training, extensive, asynchronous sessions, as well as tutor support and guidance. In addition, this course allows for the delegate to have a series of practice coaching sessions. The qualification in Management Coaching and Mentoring is designed for practising middle managers and those aspiring to senior management to develop management coaching and mentoring skills, helping you to identify the links between management coaching, mentoring and achieving business goals. This course is mapped to CMI unit 600. Minimum number of delegates: 10.	1. Online	40 Guided Learning Hours. 60 Total Qualification Hours	£1,100.00	£770.00
		1. Blended	40 Guided Learning Hours. 60 Total Qualification Hours	£1,500.00	£1,050.00
CMI Management Development Programme – Level 5 Award University of York	The Management Development Programme is an in-depth, high-impact, tutor-led programme, that gives delegates access to 18 hours of live training, extensive asynchronous sessions as well as access to tutor support and guidance. This qualification is designed for practising middle managers and leaders at operations, division, departmental or specialist level, who are typically accountable to a senior manager or business owner. The primary role of a practising or aspiring manager and leader is to lead and manage individuals and teams to deliver the aims and objectives in line with the organisational strategy. Example modules include: The Future Manager, Building Teams, Leadership Style and Impact, Change Management. Well-being and Resilience. This course is mapped to CMI unit 501. Minimum number of delegates: 10.	1. Online	18 Guided Learning Hours. 40 Total Qualification hours	£1,000.00	£700.00
		1. Blended	18 Guided Learning Hours. 40 Total Qualification hours	£1,400.00	£980.00
CMI New Managers Programme – Level 3 Award University of York	The New Managers Programme is an in-depth, high-impact tutor-led programme, that gives delegates access to 14 hours of live training, extensive asynchronous sessions, as well as access to tutor support and guidance. This qualification is aimed at practising or aspiring managers who supervise or manage a team, or project officers and shift managers to achieve clearly defined outcomes. They will set and monitor goals and objectives by providing instruction, direction and guidance. Day-to-day operational and project activities are a key part of their role. Example modules include Developing and Managing Teams, Management Toolkit and Management Style. This course is mapped to CMI unit 301. Minimum number of delegates: 10.	1. Online	14 Guided Learning Hours. 40 Total Qualification hours.	£700.00	£490.00
		1. Blended	14 Guided Learning Hours. 40 Total Qualification hours.	£900.00	£630.00

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ILM – Unit only for Leadership & Management – Level 3 (option available if needed) Action Training (ATL) Limited	8600-21 – unit only selection from the ILM Level 3 qualification list	1. Face to Face 2. Online	15 Hours	£295.00	£206.50
ILM – Unit only for Leadership & Team Skills – Level 2 (Option available if needed) Action Training (ATL) Limited	8000-21 – unit only selection from the ILM Level 2 qualification list	1. Face to Face 2. Online	10 Hours	£295.00	£206.50
ILM Award in leadership & Management – Level 3 – includes Consulting & Coaching for full course Action Training (ATL) Limited	8600-11 – Leadership and Management Skill – Understanding leadership, Develop self & Others. Enrolment, skills scan analysis, Training and development courses for the units, assessment and feedback to delegates, IQA sampling. This option includes leadership coaching and consulting	1. Face to Face 2. Online	40 Hours	£595.00	£416.50
ILM Award in leadership & Management – Level 5 – includes Consulting & Coaching for full course Action Training (ATL) Limited	8607-11 – Leadership and Management Skill – 2 to 3 specific training units, covering management training needs for knowledge and skill. Enrolment, skills scan analysis, Training and development courses for the units, assessment and feedback to delegates, IQA sampling. (units selected from TNA)	1. Face to Face 2. Online	60 Hours	£795.00	£556.50
ILM Award in Leadership & Team Leading – Level 2 – includes Consulting & Coaching for full course Action Training (ATL) Limited	8000-11 – Leadership and Management Skill – Leading a team, developing as a leader. Includes Enrolment, skills scan analysis, Training and development courses for the units, assessment and feedback to delegates, IQA sampling.	1. Face to Face 2. Online	30 Hours	£495.00	£346.50

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
ILM Certificate in Leadership & Management – Level 3 – includes Consulting & Coaching for full course Action Training (ATL) Limited	8600-21 – Leadership and Management Skill – up to 8 units covering leadership and management knowledge and skills. Enrolment, skills scan analysis, Training and development courses for the units, assessment and feedback to delegates, IQA sampling. (units selected from TNA)	1. Face to Face 2. Online	130 Hours	£1,195.00	£836.50
ILM Certificate in Leadership & Management – Level 5 – includes Consulting & Coaching for full course Action Training (ATL) Limited	8607-21 – Leadership and Management Skill – up to 8 units covering leadership and management knowledge and skills. Enrolment, skills scan analysis, Training and development courses for the units, assessment and feedback to delegates, IQA sampling. (units selected from TNA)	1. Face to Face 2. Online	130 Hours	£1,195.00	£836.50
ILM Certificate in Leadership & Team Skills – Level 2 – includes Consulting & Coaching for full course Action Training (ATL) Limited	8000-21 – Leadership and management covering up to 8 units covering leadership and management knowledge and skills. Enrolment, skills scan analysis, Training and development courses for the units, assessment and feedback to delegates, IQA sampling. (units selected from TNA). This option includes leadership coaching and consulting	1. Face to Face 2. Online	130 Hours	£895.00	£626.50
ILM Level 3 Award In Effective Coaching – includes consulting and coaching for full course Action Training (ATL) Limited	8585-11 – Management Coaching Skills – 3 specific training units, covering management training needs for knowledge and skill. Enrolment, skills scan analysis, training and development courses for the units, assessment and feedback to delegates, IQA sampling (units selected from TNA)	1. Online	50 Hours	£595.00	£416.50
ILM Level 3 Certificate In Effective Coaching – includes consulting and coaching for full course. Action Training (ATL) Limited	8585-21 – Management Coaching Skills – 3 specific training units, covering management training needs for knowledge and skill. Enrolment, skills scan analysis, training and development courses for the units, assessment and feedback to delegates, IQA sampling (units selected from TNA)	1. Online	100 Hours	£995.00	£696.50



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ILM Unit only for Leadership & Management – Level 5 (option available if needed) Action Training (ATL) Limited	8607-21 – unit only selection from the ILM Level 5 qualification list	1. Face to Face 2. Online	20 Hours	£350.00	£245.00
Level 1 Functional Skills in English Global Partnership Europe Ltd	Level 1 Functional Skills in English	1. Face to Face in centre or workplace	55 Hours	£300.00	£210.00
Level 1 Functional Skills in Mathematics Global Partnership Europe Ltd	Level 1 Functional Skills in Mathematics	1. Face to Face in centre or workplace	55 Hours	£300.00	£210.00
Level 2 Certificate in Lean Organisation Management Techniques Global Partnership Europe Ltd	Certificate in Lean Organisation Management Techniques	1. Face to Face in centre or workplace	90 Hours	£1,490.00	£1043.00
Level 2 Certificate in Team Leading Principles Global Partnership Europe Ltd	Certificate in Team Leading Principles	1. Face to Face in centre or workplace	55 Hours	£300.00	£210.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Level 2 Certificate in Understanding business improvement techniques Enterprise Made Simple Ltd	Working through the understanding around business improvement techniques and the theory behind them.	1. Face to Face 2. Online 3. Combination of above	80 Hours	£941.00	£658.70
Level 2 Functional Skills in English Global Partnership Europe Ltd	Level 2 Functional Skills in English	1. Face to Face in centre or workplace	55 Hours	£300.00	£210.00
Level 2 Functional Skills in Mathematics Global Partnership Europe Ltd	Level 2 Functional Skills in Mathematics	1. Face to Face in centre or workplace	55 Hours	£300.00	£210.00
Level 3 Award for Designated Premises Supervisors Pure Training Solutions Limited	Level 3 Award for Designated Premises Supervisors	1. Face to Face in centre or workplace 2. Blended Face to Face and online	12 Hours	£395.00	£276.50
Level 3 Award in Education and Training Pure Training Solutions Limited	Level 3 Award in Education and Training	1. Face to Face in centre or workplace 2. Blended Face to Face and online	48 Hours	£750.00	£525.00
Level 3 Award in Effective Auditing and Inspection (RQF) Pure Training Solutions Limited	Level 3 Award in Effective Auditing and Inspection (RQF)	1. Face to Face in centre or workplace 2. Blended Face to Face and online	9 Hours	£425.00	£297.50



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Level 3 Award in Food Allergen Management in Catering Pure Training Solutions Limited	Level 3 Award in Food Allergen Management in Catering	1. Face to Face in centre or workplace 2. Blended Face to Face and online	10 Hours	£375.00	£262.50
Level 3 Award in Food Safety for Catering Pure Training Solutions Limited	Level 3 Award in Food Safety for Catering	1. Face to Face in centre or workplace 2. Blended Face to Face and online	20 Hours	£375.00	£262.50
Level 3 Award in Food Safety for Manufacturing Pure Training Solutions Limited	Level 3 Award in Food Safety for Manufacturing	1. Face to Face in centre or workplace 2. Blended Face to Face and online	20 Hours	£375.00	£262.50
Level 3 Award in HACCP for Caterers Pure Training Solutions Limited	Level 3 Award in HACCP for Caterers	1. Face to Face in centre or workplace 2. Blended Face to Face and online	7 Hours	£375.00	£262.50
Level 3 Award in HACCP for Food Manufacturing Pure Training Solutions Limited	Level 3 Award in HACCP for Food Manufacturing	1. Face to Face in centre or workplace 2. Blended Face to Face and online	15 Hours	£375.00	£262.50
Level 3 Award in Health and Safety for Supervisors in the Workplace Pure Training Solutions Limited	Level 3 Award in Health and Safety for Supervisors in the Workplace	1. Face to Face in centre or workplace 2. Blended Face to Face and online	21 Hours	£450.00	£315.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Level 3 Award in Health and Safety in the Workplace Pure Training Solutions Limited	Level 3 Award in Health and Safety in the Workplace	1. Face to Face in centre or workplace 2. Blended Face to Face and online	30 Hours	£450.00	£315.00
Level 3 Award in Hospitality Business Management Pure Training Solutions Limited	Level 3 Award in Hospitality Business Management	1. Face to Face in centre or workplace 2. Blended Face to Face and online	30 Hours	£475.00	£332.50
Level 3 Award in Understanding how to develop a HACCP Plan Pure Training Solutions Limited	Level 3 Award in Understanding how to Develop an HACCP Plan	1. Face to Face in centre or workplace 2. Blended Face to Face and online	21 Hours	£375.00	£262.50
Level 3 Award in Understanding how to Develop a HACCP Plan for the Meat Industry Pure Training Solutions Limited	Level 3 Award in Understanding how to Develop an HACCP Plan for the Meat Industry	1. Face to Face in centre or workplace 2. Blended Face to Face and online	21 Hours	£425.00	£267.50
Level 3 Certificate in Assessing Vocational Achievement Pure Training Solutions Limited	Certificate in Assessing Vocational Achievement	1. Face to Face in centre or workplace 2. Blended Face to Face and online	84 Hours	£1,300.00	£910.00



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Level 3 Certificate in Business, Innovation and growth Enterprise Made Simple Ltd	Looking at building an awareness of growth techniques and planning the growth journey of a small business.	1. Face to Face 2. Online 3. Combination of above	80 Hours	£724.00	£506.80
Level 3 Certificate in Design Thinking for Innovation and Change Enterprise Made Simple Ltd	Using design thinking as the tool to innovate around existing products and services to increase sales and add to growth and sustainability.	1. Face to Face 2. Online 3. Combination of above	60 hours	£724.00	£506.80
Level 3 Certificate in Digital Business Model Development Enterprise Made Simple Ltd	Looking at aspects of current businesses that can be digitised to include automation and data management.	1. Face to Face 2. Online 3. Combination of above	70 hours	£724.00	£506.80
Level 3 Certificate in Hospitality Business Management Pure Training Solutions Limited	Level 3 Certificate in Hospitality Business Management	1. Face to Face in centre or workplace 2. Blended Face to Face and online	70 hours	£1,200.00	£840.00
Level 3 Certificate in implementing a design thinking challenge Enterprise Made Simple Ltd	Using rapid prototyping to build a response to business growth challenges and planned outcomes.	1. Face to Face 2. Online 3. Combination of above	70 hours	£724.00	£506.80

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Level 3 Diploma in Hospitality Supervision and Leadership Pure Training Solutions Limited	Diploma in Hospitality Supervision and Leadership	1. Face to Face in centre or workplace 2. Blended Face to Face and online	206 Hours	£1,750.00	£1,225.00
Level 3 in Leadership Management (Manager) Greatest Expectations Limited	Diploma for Managers	1. Face to Face 2. Online	210 Hours	£1,265.00	£885.50
Level 3 in Leadership Management (Managing Managers) Greatest Expectations Limited	Diploma in Management	1. Face to Face 2. Online	260 Hours	£2,573.00	£1,801.10
Level 3 in Lean organisation techniques in business Enterprise Made Simple Ltd	Understanding and developing Lean business techniques to compete in the larger target markets.	1. Face to Face 2. Online 3. Combination of above	30 Hours	£195.00	£136.50
Level 4 Award in Health and Safety in the Workplace Pure Training Solutions Limited	Level 4 Award in Health and Safety in the Workplace	1. Face to Face in centre or workplace 2. Blended Face to Face and online	55 Hours	£1,200.00	£840.00
Level 4 Award in Managing Food Safety and Hygiene (Catering/Manufacturing) Pure Training Solutions Limited	Level 4 Award in Managing Food Safety and Hygiene (Catering/Manufacturing)	1. Face to Face in centre or workplace 2. Blended Face to Face and online	60 Hours	£750.00	£525.00

QUALIFICATIONS

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Level 4 Award in Managing the HACCP System Pure Training Solutions Limited	Level 4 Award in Managing the HACCP System	1. Face to Face in centre or workplace 2. Blended Face to Face and online	40 Hours	£800.00	£560.00
Level 5 in Leadership Management (Senior Managers) Greatest Expectations Limited	Diploma in Management and Leadership	1. Face to Face 2. Online	200 Hours	£1,200.00	£840.00
Marketing Professional Qualifications (Level 4) Qinesis Marketing Limited	CIM Level 4 Certificate in Professional Marketing (can also be delivered as stand alone modules).	1. Face to face (classroom or virtual)	12 Months	£2,210.00	£1,547.00
		1. Distance Learning	12 Months	£1,820.00	£1,274.00
Marketing Professional Qualifications (Level 4, Digital) Qinesis Marketing Limited	CIM Level 4 Certificate in Professional Digital Marketing	1. Face to face (classroom or virtual)	12 Months	£2,210.00	£1,547.00
		1. Distance Learning	12 Months	£1,820.00	£1,274.00
Marketing Professional Qualifications (Level 6) Qinesis Marketing Limited	CIM Level 6 Diploma in Professional Marketing	1. Face to face (classroom or virtual)	12 Months	£2,595.00	£1,816.50
		1. Distance Learning	12 Months	£1,985.00	£1,389.50
Marketing Professional Qualifications (Level 6, Digital) Qinesis Marketing Limited	CIM Level 6 Diploma in Professional Digital Marketing	1. Face to face (classroom or virtual)	12 Months	£2,595.00	£1,816.50
		1. Distance Learning	12 Months	£1,985.00	£1,316.50



RESILIENCE

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Business Resilience CDI Alliance Ltd	Initial Review identifying key areas of cost and profitability	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Business Resilience CDI Alliance Ltd	Action the keys avenues to explore around costs and sales	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Business Resilience Coaching / Consultancy BSA Training	4 x 0.5 days. Bespoke session based on the needs and wants of the Manager. Development of an action plan for next steps. Costs are per person. Min. of 1 person.	1. Face to Face 2. Online	12 Hours	£1,600.00	£1,120.00
Business Resilience Leadership training course Action Training (ATL) Limited	1-day leadership and management training course in Business Resilience Leadership	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Improving Well-being and Resilience Pro-Development (UK) Limited	This interactive one day skills workshop focuses on how to increase your sense of well-being, enabling you to be more resilient at work, avoiding making judgement and reacting in way that increases stress and negative emotion and behaviours. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£275.00	£192.50
Improving Well-being and Resilience Pro-Development (UK) Limited	This interactive half day skills workshop focuses on how to increase your sense of well-being, enabling you to be more resilient at work, avoiding making judgement and reacting in way that increases stress and negative emotion and behaviours. Cost quoted is per person. Minimum 6 people.	1. Face to Face in workplace or external venue 2. Online	3 Hours	£140.00	£98.00
Resilience Training BSA Training	4 days including following modules – Understanding and Managing Self, Confidence and Assertiveness, personal branding, handling conflict. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	24 Hours	£1,000.00	£700.00
		1. Online	24 Hours	£900.00	£630.00

SALES / MARKETING

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Building new markets from identification of target market to strategy to results CDI Alliance Ltd	Successful sales encompasses a strong target market and strong sales strategy to create clear vision, goals and importantly an action plan to get there. We share a proven sales strategy model that supports you to identify target sales markets and enables a clear plan to gain the results that you want. We provide techniques to continue to research your market and be in the 'centre' of your market to build your sales and brand effectively.	1. Online	4.5 Hours (3 x 90-minute sessions)	£1,050.00	£735.00
Business to Business Selling - Foundation Brook Corporate Developments Limited	Establishing a successful sales strategy and what this looks like. Improving individual skills to increase the performance of a sales team to drive growth. Four areas of sales (Goals, Process, Communication and Relationships) Focus on B2B sales cycle.	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00
Business to Business Selling - Higher Brook Corporate Developments Limited	Establishing a successful sales strategy and what this looks like. Improving individual skills to increase the performance of a sales team to drive growth. Four areas of sales (Goals, Process, Communication and Relationships) Focus on B2B sales cycle.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00
Business to Business Selling - Intermediate Brook Corporate Developments Limited	Establishing a successful sales strategy and what this looks like. Improving individual skills to increase the performance of a sales team to drive growth. Four areas of sales (Goals, Process, Communication and Relationships) Focus on B2B sales cycle.	35 Hours (5 days)	63 Hours (9 days)	£3,000.00	£2,100.00
Business to Consumer Selling - Foundation Brook Corporate Developments Limited	Establishing a successful sales strategy and what this looks like. Improving individual skills to increase the performance of a sales team to drive growth. Four areas of sales (Goals, Process, Communication and Relationships) Focus on B2C sales cycle.	35 Hours (5 days)	21 Hours (3 days)	£1,800.00	£1,260.00
Business to Consumer Selling - Higher Brook Corporate Developments Limited	Establishing a successful sales strategy and what this looks like. Improving individual skills to increase the performance of a sales team to drive growth. Four areas of sales (Goals, Process, Communication and Relationships) Focus on B2C sales cycle.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Business to Consumer Selling - Intermediate Brook Corporate Developments Limited	Establishing a successful sales strategy and what this looks like. Improving individual skills to increase the performance of a sales team to drive growth. Four areas of sales (Goals, Process, Communication and Relationships) Focus on B2C sales cycle.	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.00	£2,100.00
Consultancy - Increasing Sales Brook Corporate Developments Limited	Providing consultancy support to internal and external sales teams to improve sales strategy, process, performance and volumes to drive business growth. This is successfully achieved by embedding key competency skills with identified sales personnel, studying target markets and embedding a strategic mindset. We aim to create a vibrant sales department embedded with commercial strategy and drive sales in the right direction.	1. Face to Face in centre or workplace 2. Online	7 Hours (1 day)	£600.00	£420.00
Consultative Selling and Key Account Management (Face to Face) BSA Training	4 days. Understanding self and developing resilience, Getting Information, Giving Information, Getting Commitment, Account Management and Customer Care. Costs are per person. Min of 5 people.	1. Face to Face in workplace	24 Hours	£1,000.00	£700.00
Consultative Selling and Key Account Management (Online) BSA Training	Understanding Self and Developing Resilience, Getting Information, Giving Information, Getting Commitment, Account Management and Customer Care. Costs are per person. Min. of 5 people.	1. Online	24 Hours	£900.00	£630.00
Integrating your Sales and Marketing strategy as part of your business objectives CDI Alliance Ltd	Initial Review identifying key areas of development using SWOT & PEST	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Leading Sales People and Building Sales Growth CDI Alliance Ltd	We share proven sales management techniques to lead sales people effectively and build sales growth. We review best practice techniques around sales team meetings, goal setting, performance management, motivation and coaching, 1-2-1 development and growth. We share techniques to drive confidence and courage in sales teams and team and individual motivational techniques.	1. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Marketing strategy CDI Alliance Ltd	Development of a Marketing Strategy Document 1) Overall Marketing Objective vs Current Situation; 2) Target Audience(s) – Persona Development; 3) Competition Analysis – development and validation of USP; 4) Marketing Messages; 5) Tactics / Development of a Marketing Plan	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
New product / market Coaching / Consultancy BSA Training	4 x 0.5 days. Bespoke session based on the needs and wants of the Manager. Development of an action plan for next steps. Costs are per person. Min. of 1 person.	1. Face to Face 2. Online	12 Hours	£1,600.00	£1,120.00
Online Sales Client Marketing Limited	How to start on an online business	1. Webinar	1.5 Hours	£150.00	£105.00
Organisational branding, culture and values CDI Alliance Ltd	Initial Review identifying key areas of development Exploring internal & external organisational values and culture based on market definition.	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Organisational branding, culture and values CDI Alliance Ltd	Action the keys areas requiring development – This will be specified according to the Needs Analysis of initial review	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Sales Management Client Marketing Limited	How to manage sales teams remotely	1. Face to Face 2. Online	7 Hours	£490.00	£343.00
		1. Webinar	1.5 Hours	£150.00	£105.00
Sales strategy CDI Alliance Ltd	Development of a Sales Strategy Document 1) Internal Sales Team Structure; 2) Sales Process – Reports & Pipeline; 3) External Sales Team Structure; 4) New Client Engagement & Business Generation; 5) Developing a Sales Plan	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00



SALES / MARKETING

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Sales Strategy Client Marketing Limited	How to create a dynamic and coherent sales strategy	1. Face to Face 2. Online	7 Hours	£490.00	£343.00
Winning new business and managing customer relationship (Face to Face) BSA Training	3 days. Modules include – Understanding Your Business, marketplace and customers. Managing a sales call and video conference meeting. The Emotional Intelligence Sales Person. Costs are per person. Min. of 5 people.	1. Face to Face in workplace	18 Hours	£750.00	£525.00
Winning new business and managing customer relationship (Online) BSA Training	3 days. Modules include – Understanding Your Business, marketplace and customers. Managing a sales call and video conference meeting. The Emotional Intelligence Sales Person. Costs are per person. Min. of 5 people.	1. Online	18 Hours	£675.00	£427.50



STRATEGY & PLANNING

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
21st-Century Leadership: Delivering strategic change and innovation Jane Fisher Associates Ltd	Learn how effective strategies are really created, determine optimum change/innovation opportunities and apply appropriate change management tools. The workshops considers/explores:	1. Online (webinar)	8 Hours (2 x 3.5-hour sessions + 1 hour follow-up)	£1,595.00	£1,116.50
	<ul style="list-style-type: none"> What is change, what is innovation and what is strategy? Why every employee should be involved in the strategic process. Understand how entrepreneurial organisations really determine strategy. Is there a successful process we can follow when implementing change and what methods can we employ? How can we define organisational cultures and manage change accordingly? INCLUDES: Pre-delivery: liaison with SME client to tailor content End of session: participant Action Plan and follow-up activities Post session follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress	2. Face to Face on site or in workplace or at a venue arranged/paid for by client	8.5 Hours (7.5-hour session + 1 hour follow-up)	£1,695.00	£1,186.50
Bespoke Performance Management, Talent and Succession Management Programme and Consultancy Pro-Development (UK) Limited	Consultancy, support and tools to design, develop and embed performance management, talent management and succession planning to support business growth including training for managers on the process. Cost quoted is per person (minimum 2 people from the business).	1. Face to Face in workplace 2. Online	25 Hours	£2,500.00	£1,750.00
Business and Succession Planning Coaching / Consultancy BSA Training	4 x 0.5 days. Bespoke session based on the needs and wants of the Manager. Development of an action plan for next steps. Costs are per person. Min. of 1 person.	1. Face to Face 2. Online	12 Hours	£1,600.00	£1,120.00
Business Continuity CDI Alliance Ltd	Initial Review identifying key areas of risk within the business	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Business Continuity CDI Alliance Ltd	Addressing the key areas of risk requiring action	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Business Planning - dealing with the now, the future and beyond (Face to Face) BSA Training	2 days to include following topics Mission, Vision, Business Values, Business Environment, Customers and Markets, Product and Services, Core Competences, Critical Resources, Stakeholders, Organisational Structure. Costs are per person. Min. of 5 People.	1. Face to Face in workplace	12 Hours	£500.00	£350.00
Consultancy - Strategic Development Brook Corporate Developments Limited	How to develop a strategic plan that will assist with the scale-up of the business; look at short-to-medium-term goals; recruitment and development of staff to enable growth; succession planning; talent retention; review strategy and implement necessary changes to enable continued scale-up. Consultancy support is bespoke to need and multiple days can be booked depending on project size and client need.	1. Face to Face in centre or workplace 2. Online	7 Hours (1 day)	£600.00	£420.00
Strategic Planning & Implementation - Foundation Brook Corporate Developments Limited	Review current position of the business - performance/gaps; look at business goals - short/medium/long term; consider options; develop a strategic action plan to deliver growth; implementation; roll out and review.	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00
Strategic Planning & Implementation - Higher Brook Corporate Developments Limited	Review current position of the business - performance/gaps; look at business goals - short/medium/long term; consider options; develop a strategic action plan to deliver growth; implementation; roll out and review.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00
Strategic Planning & Implementation - Intermediate Brook Corporate Developments Limited	Review current position of the business - performance/gaps; look at business goals - short/medium/long term; consider options; develop a strategic action plan to deliver growth; implementation; roll out and review.	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.00	£2,100.00



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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Succession planning CDI Alliance Ltd	Initial Review identifying key areas including roles, responsibilities, career paths and exit strategies	1. Face to Face 2. Online	3 Hours (2 x 90-minute sessions)	£700.00	£490.00
Succession planning CDI Alliance Ltd	Identify Rising Stars and future managers. Develop a detailed plan for training and development, CPD, progression and flight risk. Create a career journey with timings.	1. Face to Face 2. Online	9 Hours (multiples of 90-minute sessions)	£2,100.00	£1,470.00
Succession Planning Leadership training course Action Training (ATL) Limited	Design and delivery of the 1-day leadership and management training course	1. Face to Face 2. Online	7 Hours	£450.00	£315.00
Supporting your future Talent – development centre and support to create pipeline for your succession plans Pro-Development (UK) Limited	<p>A programme of support working with future talent in your business including a development centre and assessment tools and related 1:1 support to help embed succession planning and individual growth of talent.</p> <p>Cost quoted is for development centre design, prep and delivery.</p>	1. Face to Face in workplace 2. Online	12 Hours	£2,100.00	£1,470.00



SUSTAINABILITY

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
<p>Sustainability Training</p> <p>Qinesis Marketing Limited</p>	<p>To help businesses, particularly SMEs, understand their Sustainability responsibilities and develop appropriate solutions to meet Net Zero ambitions/targets. Particularly focused on business leaders, training will cover what is meant by Sustainability; Net Zero, ESG; etc and then look at how it applies to each business; actions leaders could take to improve their sustainability performance and how this links to improved business performance; before action planning to reduce environmental impact and carbon emissions, with a view to improving overall business performance at the same time.</p>	<p>Classroom / workplace (face to face) or virtual delivery; group sessions or 1-2-1.</p>	<p>3-hr workshop (Introduction)</p>	<p>£950.00</p>	<p>£665.00</p>
<p>Sustainability Training</p> <p>Qinesis Marketing Limited</p>	<p>To help businesses, particularly SMEs, understand their Sustainability responsibilities and develop appropriate solutions to meet Net Zero ambitions/targets. Particularly focused on business leaders, training will cover what is meant by Sustainability; Net Zero, ESG; etc and then look at how it applies to each business; actions leaders could take to improve their sustainability performance and how this links to improved business performance; before action planning to reduce environmental impact and carbon emissions, with a view to improving overall business performance at the same time.</p>	<p>Classroom / workplace (face to face) or virtual delivery; group sessions or 1-2-1.</p>	<p>Full Day Workshop (including action planning)</p>	<p>£1850.00</p>	<p>£1,295.00</p>

TEAM DEVELOPMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Building Teams for the Future – creating a trusted team who get things done together Pro-Development (UK) Limited	A 1-day workshop to support a team of up to 12, helping them to build trust and encouraging productive conflict to build High Performing Teams. Cost quoted is per person and includes assessment tool. Minimum of 6 people.	1. Face to Face in workplace or external venue 2. Online	6 Hours	£400.00	£280.00
Coaching: Exploring your Team Jane Fisher Associates Ltd	Following completion of a questionnaire a detailed report based around the following four behaviours – Dominance; Influence; Steadiness; Conscientiousness – is presented and discussed in a 2-hour 1-2-1 coaching session with the participant, from which a personal action plan is created. Facilitates discussions and help an individual: <ul style="list-style-type: none"> • Increase their self-knowledge: how they respond to conflict, what motivates them, what causes them stress and how they solve problems • Improve working relationships by recognising the communication needs of team members • Facilitate better teamwork and minimise team conflict • Manage more effectively by understanding the dispositions and priorities of other staff and team members • Become more self-knowledgeable, well-rounded and effective leaders 	1. Online	3 Hours (includes client liaison, survey, report, coaching session)	£350.00	£245.00
Developing Teamwork Global Partnership Europe Ltd	Developing Teamwork	1. Online	1 Hour	£35.00	£24.50
Developing Teamwork – Management online course Action Training (ATL) Limited	eLearning management and leadership course	1. eLearning / Online	5 Hours	£35.00	£24.50



TEAM DEVELOPMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Engaging Your Team Pro-Development (UK) Limited	<p>A half-day workshop to explore and share ideas on how to drive up engagement levels in your business to support growth.</p> <p>Cost quoted is per person. Minimum 6 people</p>	1. Face to Face in workplace or external venue 2. Online	3 Hours	£140.00	£98.00
Experiential Management Team Development Event – Indoor venue Pro-Development (UK) Limited	<p>Indoor-based team building for up to 12 people with a focus on recognising and celebrating difference; this workshop encourages self reflection, disclosure and feedback to enable the team to operate from a position of trust and understanding, identifying and defining core values and agreed ways of working.</p> <p>Cost quoted is per person and includes all indoor activities. Minimum of 6 people</p>	1. Face to Face in external venue	6 Hours	£375.00	£262.50
Experiential Management Team Development Event – Outdoor venue Pro-Development (UK) Limited	<p>Experiential-based team building for up to 12 people with a focus on recognising and celebrating difference; this workshop encourages self reflection, disclosure and feedback to enable the team to operate from a position of trust and understanding, identifying and defining core values and agreed ways of working. The day will involve various outdoor activities depending on the needs of the team.</p> <p>Cost quoted is per person and includes all outdoor activities. Minimum of 6 people.</p>	1. Face to Face in external venue	6 Hours	£425.00	£297.50
Experiential Management Team Development Event – Your Business Premises Pro-Development (UK) Limited	<p>Indoor-based team building for up to 12 people with a focus on recognising and celebrating difference, this workshop encourages self reflection, disclosure and feedback to enable the team to operate from a position of trust and understanding, identifying and defining core values and agreed ways of working.</p> <p>Cost quoted is per person and includes all indoor activities. Minimum of 6 people.</p>	1. Face to Face in workplace	6 Hours	£350.00	£245.00
How to engage and motivate your teams and create a high performing culture Pro-Development (UK) Limited	<p>A 1-day workshop to explore and share ideas on how to drive up engagement levels in your business to support growth. Attendees will also explore high-performing workplaces and what it takes to create a culture that supports business growth.</p> <p>Cost quoted is per person. Minimum 6 people.</p>	1. Face to Face in workplace or external venue	6 Hours	£275.00	£192.50

TEAM DEVELOPMENT

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
Managing and building a thriving team in an entrepreneurial way Enterprise Made Simple Ltd	Spotting latent skills and utilising the whole team and building team strength to make sure growth targets are hit and KPIs are achieved.	1. Face to Face 2. Online 3. Combination of above	28 Hours	£750.00	£525.00
Managing Teams Coaching / Consultancy BSA Training	4 x 0.5 days. Bespoke session based on the needs and wants of the Manager. Development of an action plan for next steps. Costs are per person. Min. of 1 Person.	1. Face to Face 2. Online	12 Hours	£1,600.00	£1,120.00
Performance Management – Increase Team Performance – Foundation Brook Corporate Developments Limited	Developing future and current managers to create organisational frameworks for future growth and succession planning. How to effectively review current team/department performance; identify any gaps; performance framework which focus on individuals strengths; set achievable outcomes and expectations; devising and implementing action plans; follow up and taking corrective action if necessary.	1. Face to Face in centre or workplace 2. Online	21 Hours (3 days)	£1,800.00	£1,260.00
Performance Management – Increase Team Performance – Higher Brook Corporate Developments Limited	Developing future and current managers to create organisational frameworks for future growth and succession planning. How to effectively review current team/department performance; identify any gaps; performance framework which focus on individuals strengths; set achievable outcomes and expectations; devising and implementing action plans; follow up and taking corrective action if necessary.	1. Face to Face in centre or workplace 2. Online	63 Hours (9 days)	£5,400.00	£3,780.00
Performance Management – Increase Team Performance – Intermediate Brook Corporate Developments Limited	Developing future and current managers to create organisational frameworks for future growth and succession planning. How to effectively review current team/department performance; identify any gaps; performance framework which focus on individuals strengths; set achievable outcomes and expectations; devising and implementing action plans; follow up and taking corrective action if necessary.	1. Face to Face in centre or workplace 2. Online	35 Hours (5 days)	£3,000.00	£2,100.00

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
<p>Stepping up to Management: Building Team Resilience through Change</p> <p>Jane Fisher Associates Ltd</p>	<p>Bespoke masterclass that will help individuals to understand their personal role in managing and handling change, whilst exploring how to keeping their team/s resilient and motivated. Designed around the needs of the SME, content may include:</p>	<p>1. Online (webinar 3 hours)</p>	<p>3 Hours (2 hour webinar + 1 hour follow-up)</p>	<p>£795.00</p>	<p>£556.50</p>
	<p>Self awareness and self confidence; Building self resilience to manage change; Change in Behaviours and attitudes of staff; Communicating change effectively; Speaking up with Authority; Managing conflicts; EQ based leadership; Implementing change that is inclusive; Managing change virtually.</p>	<p>2. Online (webinar 4 hours)</p>	<p>4 Hours (3 hour webinar + 1 hour follow-up)</p>	<p>£1,095.00</p>	<p>£766.50</p>
	<p>INCLUDES:</p> <p>2 facilitators to enhance online delivery Pre-delivery: liaison with SME client to identify challenges to customise masterclass content End of session: Q/A session, participant Action Plan and follow-up activities Post session follow-up: participants invited to a follow-up virtual informal group 'catch-up' to check in on progress</p>	<p>3. Face to Face on site or in workplace or at a venue arranged/paid for by client (4.5 hours)</p>	<p>4.5 Hours (3.5 hour session + 1 hour follow-up)</p>	<p>£1,245.00</p>	<p>£871.50</p>
		<p>4. Face to Face on site or in workplace or at a venue arranged/paid for by client (8 hours)</p>	<p>8 Hours (7 hour session + 1 hour follow-up)</p>	<p>£1,595.00</p>	<p>£1,116.50</p>

TRAINING / ASSESSING

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Title/Provider	Description	Delivery	Duration	Original Cost (Excl. VAT)	Scale Up Price (Excl. VAT)
<p>'In-House "Train the Trainer" Maximum 8 Delegates</p> <p>DMM Training and Development Limited</p>	<p>Intensive 3 days. Split into 4 Sections: 1) Learning Theory – How We Learn and Learning Characteristics; 2) Preparing the Training: Learning Requirement, Learner Characteristics, Practical Constraints, Objective Setting and Content, Practical Application, Structuring the Session, INTRO, Communication with Learners, Preparation of Venue and Self; 3) Training Delivery: Nerves, Toolkit, 1st Impressions, Questions, Giving Feedback, Participant Behaviours, Visual Aids, Evaluation and Assessment; 4) Practical Training Sessions and Feedback by delegates</p>	<p>1. Face to Face (Group Based Learning on site or a venue of the client choosing)</p>	<p>21 Hours (3 Consecutive Days)</p>	<p>£3,500.00</p>	<p>£2,450.00</p>

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