

# Productivity through leadership

## Background

The June 2017, HR SIG meeting discussed leadership and management training. There were comments about small companies not being able to bring in quality providers like ROBERTSON. The proposed solution was for SLA to offer programme with ROBERTSON, open for members to send one or more participants.

As well as satisfying the need for improving productivity through a leadership and management programme, members are certain of increasing their network. There will be opportunities for mutual help too by being part of the programme.

## Current client

“A number of years ago, my senior colleagues and I decided to initiate a programme of management development training for all of our managers as we felt this was essential to the future health and development of our company. We established a partnership with ROBERTSON and over the past 14 years they have trained around 150 of our managers. The feedback on this programme, which is focussed on leadership, has been excellent and I would say that ROBERTSON has had a very significant impact on the development of management skills in our organisation. We continue to partner with them and value our long-standing relationship in this area.”

Brain Bathgate

Corporate Senior Vice President, Charles River

## Programme summary

- One-day workshops each month for five months.
- All materials and characteristics profiling included.
- All lunches included.
- Access to the facilitator outside of the workshops for support.
- Risk free with our 200% money back guarantee.

## Programme units

### The modern leader

This is about performance through the traits of a modern leader and the journey from the organisation's purpose to what individual team members do day to day.

You explore the dynamics of teams and their “norms”. Actions include celebrating the ones that work for you and changing the ones that don't.

### Everything DiSC® Manager profile

Using the globally respected Everything DiSC® profiling, you will receive your results (at the workshop) in a 27-page personalised report. Your sessions will have you action plan how to achieve better results by how best to direct and delegate, motivate and develop different types of team member, plus get buy-in from your manager.

## Coaching for performance

You are already good at your technical job and so can give people advice and tell them the answer. Coaching is the other end of the spectrum. This workshop helps you engage your team by helping them arrive at their own answers to problems.

## Leading successful change

This is about implementing change ever more effectively to help your organisation achieve its objectives. Equally it is about creating confident and agile workers with an increased change capability.

## Conversations that count

This workshop features the enabling skill of behaving assertively and then touch on influencing, persuasion and performance conversations. A conversation that counts for you may be giving a colleague feedback on his/her performance, being clear about your expectations or speaking with someone about their short-term absence.

## Location

Our central Scotland, Stirling facility, The ROBERTSON Training Centre.



Modern bright training facilities with free parking and wi-fi Smart Technology. And a loop system



## Dates

Workshop	Date
The modern leader	Wed 28 February 2018
Everything DiSC® manager profile	Wed 21 March 2018
Coaching for performance	Mon 23 April 2018
Leading successful change	Tue 29 May 2018
Conversations that count	Tue 26 June 2018

## Investment

For each place, the investment is £825 plus VAT. Payment on booking.

Alternatively, payment by standing order at £170 plus VAT on the first of each month.

## Next steps

To book your place(s) all you need to do is get in touch with Elaine McGown.

- [Elaine@robertsontraining.co.uk](mailto:Elaine@robertsontraining.co.uk)
- 01786 447 548
- 07713 519 603

With our 200% money back guarantee, **you risk nothing.**