

# BUSINESS SCHOOL

Business skills training on the key challenges facing businesses and teams

Access to strategic business skills training is often prohibitive for many organisations, however the need to develop high-performing management teams is essential in the pursuit of growth. If extended to wider staff it can also help attract and retain talented individuals.

At Shoosmiths, we recognise this and are able to offer business school-quality training at competitive rates. This training would be delivered by an accredited trainer from our in-house Learning & Development team in a format and location suited to your need.

The choice of available topics is set out below. If you would like to find out more, please email [caroline.white-robinson@shoosmiths.co.uk](mailto:caroline.white-robinson@shoosmiths.co.uk).

## ★★★ STRATEGIC COURSES ★★★



### Achieving your strategic goals

With our world changing at an unprecedented pace, this course equips teams with the necessary tools to assess its business strategy in the face of organisational and market change. The course looks at the definition of strategic goals, the development of strategic dexterity and the most effective tactics to create engagement from your stakeholders.



### Maximising performance

For businesses to flourish in such changing times, teamwork has never been more important. This course looks at what defines a high performing team, providing practical tools to help evaluate team performance and assist your team in achieving its full potential.



### Managing change in a volatile world

With the pace of change greater than ever, this course explores the latest thinking on why change fails and why it succeeds, providing practical tools to support effective change in both your organisation and team.



### Effective coaching

Effective coaching is integral to getting results, at all levels and in all corners of an organisation. This course provides an introduction to performance coaching, how to avoid the pitfalls of coaching and how to implement coaching as part of your working style, as well as providing practical tools for effective coaching within your organisation.



### Developing your personal brand

The most successful leaders have a high level of emotional intelligence, as well as IQ and technical knowledge. This course looks at why emotional intelligence is so important and how to develop the personal brand you desire, as well as assessing your personal leadership style and defining what type of leader you want to be.



### Effective operational management

Delivering high quality advice and support requires effective operational management. This course provides an introduction to effective operational planning and management, whilst looking at how to implement operating controls and measures.

### Soft skills courses

Our team is also able to deliver a range of soft skills courses on a variety of topics. If you would like to explore these options, please email [caroline.white-robinson@shoosmiths.co.uk](mailto:caroline.white-robinson@shoosmiths.co.uk) to discuss your needs further.

