

Training Schedule July-December 2009

Frost & Sullivan Public courses are a great way of accessing a wide range of subject areas to help you become more effective in your role. With over 40 years experience in providing first class training, each course is specifically designed to equip you with the skills to succeed. Whatever your role, Frost & Sullivan can offer a programme of learning that will help you achieve your goals in the business world. Our motivational training consultants have practical and real world experience that will help you gain the knowledge and skills to tackle your own challenges back at work.

For more information, please contact us on: +44 (0)20 7915 7878 or visit www.training.frost.com

Personal Development

Code	Course Title	Duration	Jul	Aug	Sept	Oct	Nov	Dec
PL2173	Business Communication Skills	2 Days		6	28		30	
PL2288	Effective Business Writing Skills	1 Day			30		2 / 25	
PL2247	Essential Presentation Skills	2 Days	14		24		2	
PL2014	Fundamentals of Finance for Non-Financial Managers	2 Days	22			19		
PL2529	Essentials of Budgeting & Forecasting	1 Day					27	
PL2531	Time & Effective Meeting Management	1 Day				5		
PL2129	Maximising Productivity Under Pressure	2 Days			21			
PL0939	Internal Consulting Skills	2 Days					12	
PL2203	Win-Win Negotiating	2 Days			8			8
PL2375	Negotiation Masterclass	1 Day			10			10
PL2369	Getting Results Without Authority	2 Days	6		1			10
PL2346	Personal Effectiveness for PAs	2 Days					26	
PL2540	Globalisation: <i>Working with Different Cultures</i>	2 Days				19		

People Management

Code	Course Title	Duration	Jul	Aug	Sept	Oct	Nov	Dec
PL2333	Coaching and Mentoring Skills for Managers	2 Days			17		11	
PL2163	Leading a Virtual and Remote Team	2 Days	13		8		9	
PL0940	Management Skills for the New and Prospective Manager	3 Days	15		28		4	
PL0704	Managing Technical Professionals	2 Days				8		
PL2339	Performance Management: <i>Managing and Developing Your People</i>	2 Days			15			

Strategy & Leadership

Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2342	How to Influence and Consult Strategically	3 Days				21		
PL2533	Strategy Best Practice	1 Day			28			
PL2532	Strategic Business Planning	3 Days					9	
PL2190	3 Day MBA: <i>Managing with Strategic Vision</i>	3 Days	20			12	23	
PL2338	From Manager to Leader	2 Days				1		
PL2370	Leadership: <i>What it Takes to Get Results</i>	3 Days			23			2
PL2272	How to Become an Inspirational Leader	2 Days	6		22		16	

Innovation & Change

Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2376	How to Farm Lightning: <i>Sustainable Innovation</i>	2 Days						
PL2524	How to Farm Lightning: <i>Sustainable Innovation: Advanced</i>	3 Days						
PL2525	Facing Change	2 Days						
PL2523	Guiding People Through Change	3 Days						
PL2526	Cross Cultural Aspects of Change	2 Days						
PL2519	Leading Strategic Change	3 Days						
PL2521	Leading Change with Lean Six Sigma: Part One	2 Days						
PL2522	Leading Change with Lean Six Sigma: Part Two	3 Days						
PL2527	Designing the New Organisation	2 Days						

Please contact us for the scheduled dates and a full portfolio of our Innovation & Change Courses

Project Management

Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL0782	The Essentials of Project Management	2 Days			17		19	
PL2345	PMI - PMP® Exam Skills Development	5 Days				26		
PL2316	Managing Dynamic Projects: <i>Real World Tools & Techniques</i>	3 Days	28				3	
PL2343	Managing Outsourced Projects: <i>Achieving Success for your Customers</i>	2 Days			2			
PL2530	Risk Management	1 Day	10					15

“Over the years I’ve had the pleasure of not only being a Frost & Sullivan delegate, but also an in-company customer. No one company has impressed me more with the quality of care and depth of knowledge.” - Energis -

Sales								
Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2324	Essentials of Sales	2 Days				6		8
PL2332	Sales Awareness & Client Facing Skills for Technical People	2 Days				22		
PL2328	Selling in a Downturn	2 Days					10	
PL2300	Managing and Developing Your Key Accounts	2 Days			14			
PL2325	Strategic Account Management	2 Days				12		
PL2029	Channel Management	3 Days	13			14	18	
PL2175	Managing, Motivating & Coaching Sales Teams to Achieve Excellence	2 Days	8			19		
PL2372	Securing Sales Appointments	1 Day		3			9	

Marketing								
Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2275	Marketing Essentials	1 Day		18				
PL2536	The Essentials of Pricing	2 Days				26		
PL2169	Marketing Strategy and Planning	2 Days			14			
PL2330	Identifying Growth Opportunities using Market Intelligence	2 Days			10			
PL2535	Marketing in a Challenging Economy	2 Days				15		
PL2092	Competitive Intelligence	2 Days			21			3
PL2356	Advertising & Brand Management	2 Days	1			26		
PL2539	Achieving Business Growth through Strategic Insight	1 Day	13			26		
PL2537	Product Life Cycle Management	2 Days					16	
PL0685	Value Based Pricing: <i>Developing Your Pricing Based on Customer Value</i>	3 Days		17				

Product Management								
Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2542	The Essentials of Product Management	2 Days				29		
PL0773	Industrial/Technical Product Management	3 Days	1			5	23	
PL2211	Advanced Industrial/Technical Product Management	2 Days			2			
PL2309	New Product Introductions and Fast to Market Strategies	2 Days	6			1	12	
PL2543	Managing a Product as a Business	2 Days					10	
PL2377	Achieving Leadership in Product Management	3 Days			7			14

"A fantastic course which will pay back enormously in new business" - **BBC** -

"The modular style program linking together what we learnt worked very well!" - **Amadeus** -

"Excellent delivery, one of the best courses that I have attended" - **Stratos** -

Customer Service

Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2357	Customer Service: <i>It's up to you</i>	1 Day			4			
PL2358	Managing a Customer Service Team	2 Days					18	
PL2500	Collaborative Business Relationships	2 Days				20		
PL2509	Corporate Social Responsibility	2 Days					30	

Procurement & Supply Chain

Code	Course Title	Duration	Jul	Aug	Sep	Oct	Nov	Dec
PL2504	Procurement Overview	2 Days						
PL2517	Negotiating for Supply Chain Performance	2 Days						
PL2511	Supply Chain Sustainability	2 Days						
PL2501	Contract Management	2 Days						
PL2516	Procurement: The Strategic Imperative	1 Day						
PL2502	Outsourcing for Success	2 Days						
PL2503	Supplier Relationship Management	2 Days						

Please contact us for the scheduled dates and a full portfolio of our Procurement & Supply Chain Courses

For full course information, please click on the course title.

All Frost & Sullivan courses can be delivered on-site at your locations or anywhere else in the world. Furthermore, any Frost & Sullivan course or combination of courses can be customised to meet your specific training requirements.

PLANNING ON BOOKING SEVERAL COURSES OVER THE NEXT 12 MONTHS?

Our discount scheme offers significant savings as well as flexibility to top-up and to use on a company-wide basis with an unlimited number of users.

Please contact us on +44 (0) 207 343 8330 for more information



ABOUT GROWTH IMPLEMENTATION SERVICES

At Frost & Sullivan we have a simple value proposition; we help our clients grow. We believe the success and the growth of any organisation are underpinned by a skilled and competent workforce and that the optimum performance can only be achieved through continuous improvement. As one of the world's leading growth training consulting companies, Frost & Sullivan helps organisations develop and maintain a high-performance workforce through a suite of integrated learning solutions. We work in partnership with our clients to increase their efficiency and capability through effective development and training aligned to their business strategy.