

# TOTAL EXCELLENCE CENTRE™



## ‘BOLD Leadership Programme’

Leading Your People Towards Business Growth

*In partnership with*



*Fully Funded by*



**European Union**  
European Regional  
Development Fund

## Course Overview

This highly interactive programme has been designed to help attendees achieve improvements in productivity and performance through effective leadership, motivation and performance management of their people to help them lay the foundation for long term sustainable growth and job creation.

11th & 12th June 2019

## Course Content

- > The characteristics of high performing teams
- > Understanding the Mix of Personalities, Temperaments and Behaviours within Teams and how such a mix will influence their ability to become a "High Performing Team"
- > The Role of the Leader in Business Growth
- > The importance of adapting Leadership styles in line with the behaviours and personalities of their people
- > Identifying some of the barriers that hinder communication with others
- > Identifying the importance to any leader and developing "presentation" and "oratory" skills
- > Developing the skills and approaches to have the "difficult" "challenging" "developmental", motivational" conversations with their people
- > Developing the skill of "Feedback" and ensuring that there is a visible, positive flow of feedback within the team.

## Who is it For?

Business owners and Senior Managers who are committed to driving the growth of their business through development of their leadership and management skills. Businesses must meet ERDF eligibility criteria:

- > Business that are looking to increase their turnover and / or the number of staff they employ.
- > Business is based within Greater Manchester.
- > Employ less than 250 staff (FTE).
- > Turnover less than 50 million Euros or balance sheet less than 40 million Euros
- > Not have exceeded 200,000 Euro in State Aid in a rolling 3-year period.

*“Excellent company with some outstanding trainers & coaches. We've used this company on a number of occasions and their level of knowledge and the way in which they impart it, is second to none. I would certainly recommend them if you're wanting insightful, quality training or coaching support that will help develop your own skills as a leader and your overall businesses success.”*

**Cornerstone**

## About us

For over 20 years, we've been providing highly engaging, innovative, learning & development programmes to SME's and large multi-national organisations throughout the UK and Overseas.

We have built an outstanding reputation, designing and delivering high quality solutions, delivered by people who have lived the business experience and genuinely care about developing others.

Working in partnership with our clients, we get to really understand what they are looking for. This means we design training, coaching or consultancy solutions that's perfectly suited to your needs.

We believe we approach business with a different attitude to most – a 'spark' that means you can expect more than the ordinary!

## To register your interest or for more information

**Call Us:** 0161 274 9292

**Email Us:** [training@tec-uk.com](mailto:training@tec-uk.com)

**Visit Us Online:**

[www.totalexcellencecentre.com](http://www.totalexcellencecentre.com)

## Celebrating success working with SME's on the Executive Development Programme (EDP) over the last 3 years



**Businesses Supported**

226



**Jobs Safeguarded**

207



**Jobs Created**

221



**Turnover Increased**

£12,041,54

“They have proven to be a great inspiration to me and my team. Everyone was so impressed with them. Their trainers are great people, who understand and adapt to the needs of the different people they set out to educate and develop. The sessions are engaging, specific to the subject and focused on the people involved. The style and manner in which they engaged with our business, is clearly aimed at achieving the best results for their clients. A truly fantastic company.

**Cottage Delight**