



SMART Sessions

**90 minute training sessions
packed full with
techniques hints and tips**





Contact natalie@goodfoot.co.uk for a full outline of content of all our SMART sessions.

About our SMART sessions

Training topics can be run **digitally** or **face to face**.

We can also provide half-day, 1-day and 2-day training events for each of the training topics.



click here
to see
SMARTs



- SMART last for **90 minutes**, and are packed with techniques, hints and sessions tips.
- They are aimed at providing **key knowledge for essential performance areas** within your organisation.
- We cover all areas of the **Goodfoot Pyramid**
- The sessions are **fast paced, demanding, focused, motivating and inspirational**.

"It taught me what to do and how to go and do it."
(Sales Manager, Field Packaging).

"Booking an hour and a half for some training is really convenient for this environment, the style suits us just great."
(Technical Manager, Cisco Systems).



SMART sessions mini-series

To help you take your staff through a training journey, training topics can be combined into a mini-series..

Mini series enable you to:

- Run a cohort through a series of sessions to cultivate a sense of team and shared experience
- Reinforce your key messages throughout a range of topics
- Give time for reflection and exercise for work application in-between topics
- Aid learning and retention by re-visiting your key themes.

Build your own '**Mix and Match**' mini-series. Examples are:

Powerful Influencing Skills	Professional Leadership Skills	Great Business Relationships	Confident Project Management	Build Your High Performing Team
Personal Impact ✓	Leading the Performing Team ✓	Active Listening ✓	Planning Techniques for Projects ✓	Motivate Your People ✓
Influence & Persuasion Techniques ✓	Successful Performance Management ✓	Building Great Business Relationships ✓	Build Great Project Teams ✓	Building Self Managed Teams ✓
Dealing with Difficult People ✓	Coaching Skills for Managers ✓	Dealing with Conflict ✓	Managing Change in Projects ✓	Getting Results Through Others ✓

click here
to see
SMARTs





Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

SMART training topics

Take a look
at our
YouTube
channel



Personal Skills

Management Skills

Business Skills

Project Skills

Sales & Service Skills



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

click
here
to go
back



Personal Skills SMART List

Influencing and Persuasion Techniques

Excelling in Matrix Management

Building Successful Business Relationships

Presentations Skills in a Hybrid Environment

Dealing with Difficult People

Skills for Effective Networking

Active Listening

Handling Work Pressures

Personal Impact

Be Assertive

Make Time Work for You

Dealing with Conflict

Developing Resilience

Tips for Powerful Negotiations

Presenting a Positive Self Image

Build Your Personal Brand



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

Management Skills SMART List

click
here
to go
back



Delegation and Objective Setting

Leading the Performing Team

Building Self-Managed Teams

Giving Constructive Feedback

Mentoring Skills

Coaching Skills for Managers

Managing Remote Teams

Effective Personal Development Reviews

Managing Difficult Conversations

Successful Performance Management

Getting Results Through Others

Successful Staff Retention

Effective Succession Planning

Agile Leadership

Managing Through Change

Motivate Your People

Maintaining Team Focus

Psychological Safety



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

Business Skills SMART List

click
here
to go
back



Making Sense of Corporate
Accounts

Problem Analysis and Decision
Making

Getting the Best from Meetings

Professional Document Design

Managing Meetings via
Technology

Introduction to Business Writing

Inspiring Techniques for
Creative Thinking

Powerful Persuasive Writing
Techniques



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

Project Skills SMART List

click
here
to go
back



Planning Techniques for
Projects

Multiple Project Management

Better Risk Management and
Problem Prevention

Successful Program
Management

Build Great Project Teams

Managing Change in Projects



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

Service & Sales Skills SMART List

click
here
to go
back



Techniques for Effective Sales

Advanced Consultancy Skills

Delivering Excellent Customer Service

Sales Presentations Skills

Effective Consultancy Skills

Get the Best out of PowerPoint Presentations



SMART content

click
here
to go
back



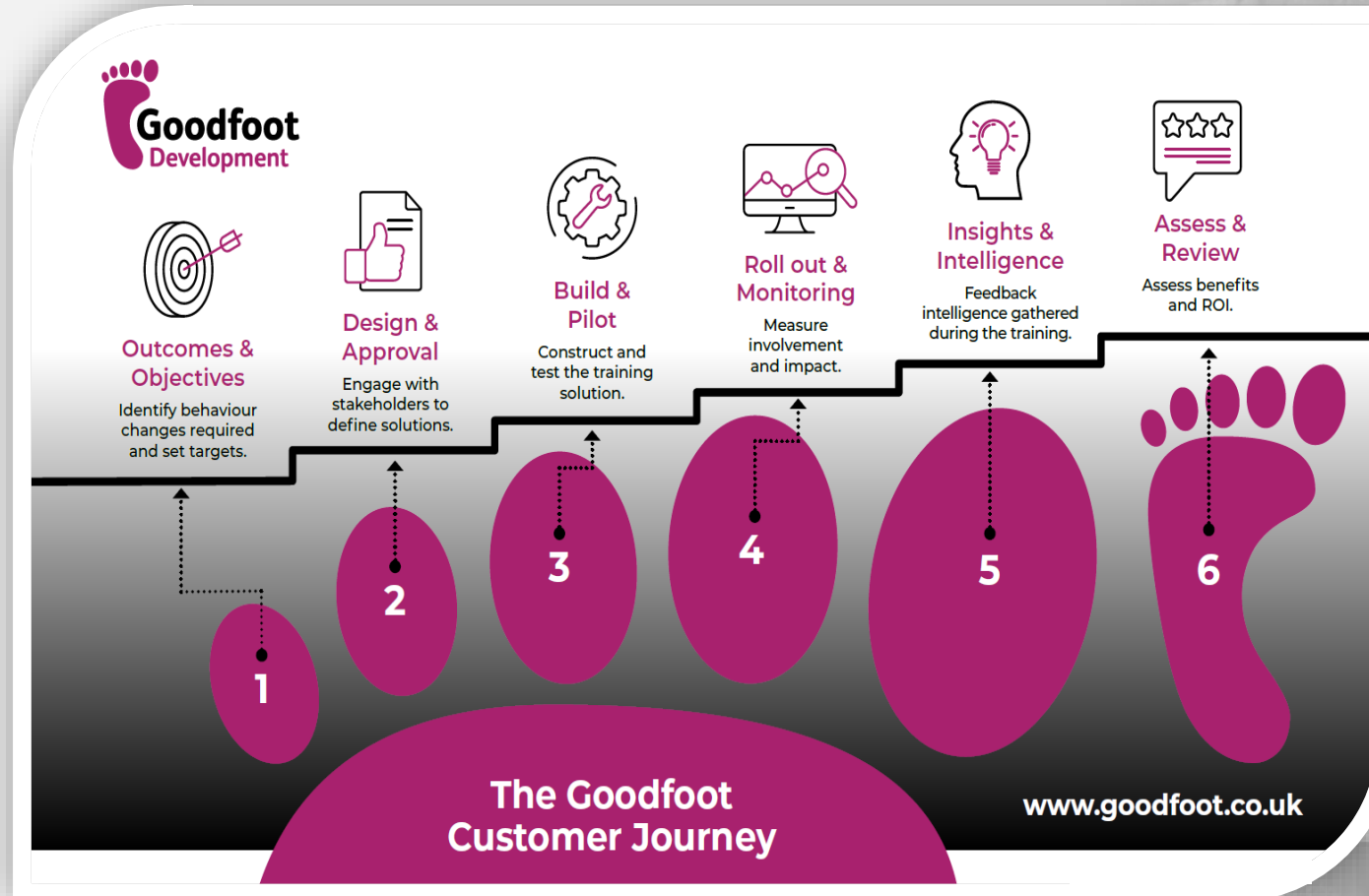
Contact natalie@goodfoot.co.uk for a full outline of content of all our SMART sessions.



Contact natalie@goodfoot.co.uk
for a full outline of content of all
the SMART sessions.

Your journey with Goodfoot

click
here to go
back



We work with you step by step to **design construct & implement** your solution.

We gather intelligence from your staff and feedback to you a sense of where they see themselves and your organisation..

The **organisational intelligence** we gain can be used for you to flex your organisational initiatives and build a **stronger relationship** with all your staff.





Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

Accreditation for your programme

We are certified with both the **I.L.M.** and the **Institute of Leadership and Management**.

- The I.L.M. and the Institute of Leadership & Management are much more than just professional bodies. With an **active community of over 40,000 leaders**, managers and coaches, they create **award-winning e-learning resources**, and undertake practical research to support individuals and organisations in **developing, and inspiring, great leadership** everywhere.
- Certification by the I.L.M. and by the Institute of Leadership & Management has **international recognition** and is for each person to take with them throughout their career. As such it demonstrates a great **commitment from the employing organisation** to their staff.



- Each learner has access to **Studying Membership**. This means learners will have access to a **unique, curated library** of online leadership development resources covering all aspects of leadership and management.

click
here
to go
back



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

click
here
to go
back



Our Clients

CONSTRUCTION	MANUFACTURING	TRANSPORT & LOGISTICS	AGENCIES & CONSULTANCIES	GOVERNMENT & CHARITY	HOSPITALS & ACADEMIC
- Al Naboodah - Bovis Homes - Bouygues - Castle Cement - Ferrovial - GB Group - John Sisk & Son - Kier Group - Lafarge Redland Aggregates - Laing O'Rourke - Lovell - Mace - Morgan Sindall - Morrison - Sir Robert McAlpine - Tarmac - Terminal 5 Heathrow - Thomas Vale - VSL	- Arkady Craigmillar - Bombardier Transportation - Daimler Chrysler - Dairy Crest - Eminox - ESAB - Field Packaging - General Electric - Goodyear Dunlop - Imperial Tobacco - Nestle UK Limited - Payne Group - Schueco UK Limited - Spring Ram - Unilever - Waddingtons	- APM Terminals - British Airways - Colas Rail - Crossrail - Damco - Kuehne & Nagel - The Maersk Company - Monteray - Network Rail - Norfolk Line - Samskip - Subaru World Rally Team - Transport for London - Upol - WS Atkins - Wavin	- Andela - Astad Project Management - Beachcroft Solicitors - Bernard Hodes - Bluewave - Defaqto - Ehs Brann - Fisher German - Freshfields - LIME - Qinetiq - Ricardo - Royal Institute of Chartered Surveyors - Rufus Leonard - Salterbaxter - Seetec - Yonder Consulting - YouGov	- Addaction - Aspire Defence - Avenues Group - BlueCross - British Museum - East Staffordshire Council - Frontline - I.D.E.A. - National Air Traffic Services - National Archives - Nottingham City Council - Organisation for the Prohibition of Chemical Weapons (Netherlands) - Risk Advisory Group - Royal Academy of Arts - Royal Borough Kingston on Thames - Royal Masonic Benevolent Institution	- Bradford Hospital - Colchester - Harplands - James Cook - John Radcliffe Hospital (Oxford) - London Business School - Medway - Nottingham Trent University - Royal Hospital - Qatar Hospitals HMC - Queen Alexandra - Teach First - Trent Institute - University of Salford - University of Sheffield
FINANCIAL SERVICES	INSURANCE	HEALTH	ENERGY & UTILITY	IT & TELECOMMS	RETAIL & LEISURE
- BNP Paribas - Cardif Pinnacle - Capital One - Defaqto - F.S.E. - Halifax Bank of Scotland - HSBC - PKF Cooper Parry - Sabanci Bank - UBS	- Aon - Benfield - CGU Life - Heath Lambert Group - Pearl Group - RK Harrison	- Bayer Healthcare - Institute of General Practice - Macular Society - Nutricia - Owen Mumford - Prenetics - Unilever - Vertex Pharmaceuticals	- Azurix 24seven - Eastern Electricity - Siemens - Severn Trent - TXU Energi - Yorkshire Electricity	3Com - Cisco Systems - Expedia - Fujitsu - FLAG Telecom - Level 3 Communications - Ntl - Sensus - Vanco - Virgin Media	- AMF Bowling - John Lewis - Julian Graves - Gamesy's - NBA UK Limited - Pladis - Timelife - Third Space - Vision Express - Wilkinson Home & Garden



Contact natalie@goodfoot.co.uk
for a full outline of content of all
our SMART sessions.

About Goodfoot Development

Goodfoot is dedicated to helping you create a well-balanced, positive and highly performing workplace.

Founded in 1998 we have developed 10,000's of individuals across the globe, from executives to front line staff. Our dedication and focus is in providing the most effective and appropriate learning experience for the organisations we work with.

w: goodfoot.co.uk

t: +44 7903 006547

e: enquiries@goodfoot.co.uk

