



Training Courses and Programmes

Topics can be delivered as 90-minute training sessions packed with techniques hints and tips.

Modules as part of a larger programme or stand-alone sessions.

Delivered Digitally Or Face-to-Face

About Our Courses

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.

A key factor for the success of this programme of professional courses is **ENGAGEMENT**.

Engagement means that participants are able to have space to apply their thinking and create for themselves methods for application back in the workplace. Lecturing and instructing are not effective methods for managers. The essential ingredients are:

- Credible and up to date psychological theory
- Open discussion of real-life scenarios in the workplace
- Case studies and evidence-based recommendations
- Scenarios practice and feedback
- Planning for change back in the workplace.



- The sessions are fast paced, demanding, focused, motivating and inspirational
- Short Workshops 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.

Our face-to-face events are highly interactive, fostering engaging group discussions, dynamic presentations, and collaborative learning experiences. Participants will have the opportunity to exchange ideas, share insights, and apply key concepts in a supportive and stimulating environment.

Overview Of Training Topics

Personal Skills

Management Skills

Business Skills

Project Skills

Sales & Service Skills

Personal Skills

Influencing and Persuasion Techniques

Building Successful Business Relationships

Dealing with Difficult People

Active Listening

Personal Impact

Make Time Work for You

Developing Resilience

Presenting a Positive Self Image

Defeat the Imposter

Presentations Skills in a Hybrid Environment

Skills for Effective Networking

Handling Work Pressures

Be Assertive

Dealing with Conflict

Tips for Powerful Negotiations

Build Your Personal Brand

Management Skills

Delegation and Objective Setting

Leading the Performing Team

Building Self-Managed Teams

Giving Constructive Feedback

Mentoring Skills

Coaching Skills for Managers

Managing Remote Teams

Understanding Neurodiversity

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

Managing AI

Bullying and Harassment

Equality, Diversity & Inclusion

Strategic Planning

Business Skills

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

Project Skills

Planning Techniques for Projects

Multiple Project Management

Better Risk Management and Problem Prevention

Successful Program Management

Build Great Project Teams

Managing Change in Projects

Service & Sales Skills

Techniques for Effective Sales

Advanced Consultancy Skills

Delivering Excellent Customer Service

Sales Presentations Skills

Effective Consultancy Skills

Get the Best out of PowerPoint Presentations

Graduate Programmes

The transformation from academic achievement to business achievement is a challenging one. A whole range of personal effectiveness skills need to be learned and applied in-order to ensure the best possible contribution to business results.

Our Graduate Programmes enable graduates to make the transition to business thinking and business behaviour. The output of the training is a set of committed and competent business professionals

The Key Objectives of our Graduate Programmes are to:

- ✓ **Develop Core Skills and Competencies**
- ✓ **Accelerate Professional Growth**
- ✓ **Enhance Business and Commercial Awareness**
- ✓ **Foster Accountability**
- ✓ **Encourage Collaboration and Networking**
- ✓ **Develop Critical Thinking**

Please arrange a call to discuss your needs so we can provide a tailored solution for you.

Example Graduate Programme Modules

Effective
Communication Skills

Time Management And
Prioritisation

Personal Impact and
Networking

Building Successful
Relationships

Problem Solving and
Decision Making

Building Personal
Resilience

Influence and
Persuasion

Being Assertive

Management and Leadership Programmes

Our Management and Leadership Programmes are custom-built to align with your organisation's unique goals and the individual needs of your team. Each programme is carefully structured with targeted modules designed to drive results and enhance performance. Our goal is simple: to empower your leaders with the skills, confidence, and strategies needed to succeed in today's dynamic business environment

All of our Programmes aim to:

- ✓ **Develop self-awareness**
- ✓ **Enhance self and team management**
- ✓ **Cultivate decision making**
- ✓ **Sharpen strategic thinking**
- ✓ **Raise collaboration**
- ✓ **Provide the opportunity to share learning and best practice**
- ✓ **Ensure Energy levels during learning by using our expertise in digital and classroom delivery**
- ✓ **Offer an internationally recognised qualification to ensure professional standard.**

Please arrange a call to discuss your needs so we can provide a tailored solution for you.

Example Management Programme Modules

Effective
Communication Skills

Problem Solving and
Decision Making

Coaching Skills For
Managers

Building an Effective
Team

Managing Difficult
Conversations

Successful Performance
Management

Delegation and
Objective setting

Dealing with Conflict

Managing Work
Pressures

Emotional Intelligence
for Managers

Example Leadership Programme Modules

Leading The
Performing Team

Senior Leadership
Decision Making

Advanced Presentation
Skills

Managing Stakeholder
Relationships

Coaching Skills for
Senior Leaders

Developing Strategy

Leading Through
Change

The Inclusive and
Mindful Leader

Advanced Negotiation
Skills

Developing Personal
and Team Resilience

Accreditation for your programme

We are certified with the **Institute of Leadership and Management**.

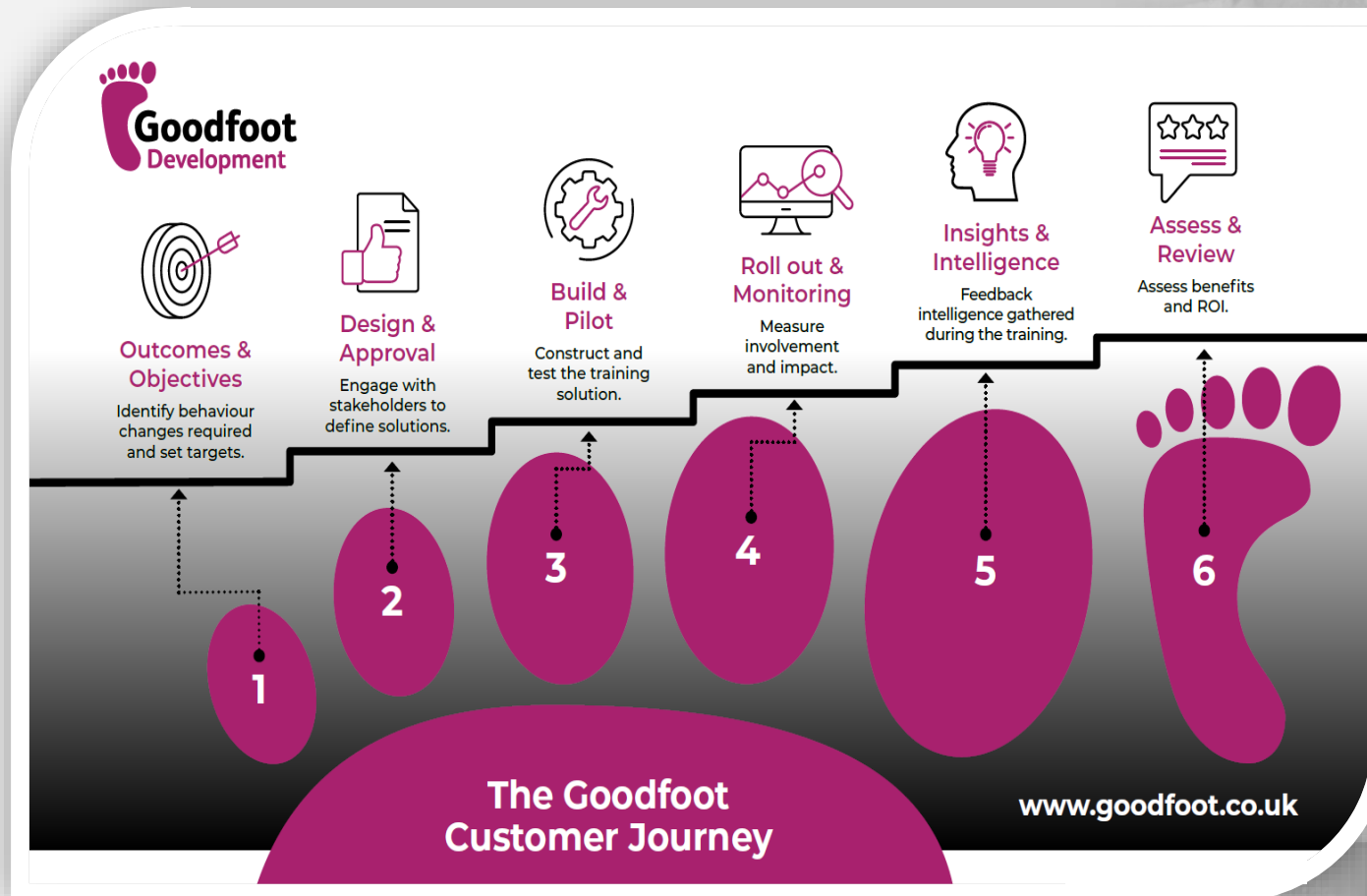
- The Institute of Leadership & Management are much more than just professional bodies. With an **active community of over 40,000 leaders**, managers and coaches, they create **award-winning e-learning resources**, and undertake practical research to support individuals and organisations in **developing, and inspiring, great leadership** everywhere.
- Certification by the 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.



Your journey with Goodfoot



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.



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



About Goodfoot Development

Leaders in designing and delivering accredited management and leadership training globally

Founded in 1998 we have developed 10,000's of people across multiple sectors.

With an emphasis on effective learning experiences, we professionally provide courses virtually and in-person, from management and graduate programmes to individual sessions that are integrated into your company's daily workflows.

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