



Creating edge for leaders with strategic responsibilities in their business

This senior level training and support programme will hone the skills of the people who will steer their businesses through current challenges and beyond.

This joined up approach to learning will stimulate vision and encourage future personal and business development.



About the programme

The modules will be run in selected 4 star country hotels around the country to create the ideal learning environment within easy reach of delegates. The practical workshop style will include a mix of input and group discussions, exercises and in depth reviews. Each module will include at least one residential night providing an opportunity for delegates to share ideas, challenge, and learn from each other.

Coaching support between modules will take place at the most convenient place for the course members with the most appropriate trainer / consultant to meet their development needs.

“A comprehensive programme of training and support, built around the needs of the individual”

1

Stimulating vision
[3 Days]

Create a strategic overview of the future you want, and consider the steps it would take to achieve your aspirations. Will also build the group into a team that is willing to constructively challenge, and stimulate ideas and options.

2

Developing your brand,
your market and your
sales [2 Days]

Explores the potential to improve sales and profits. Provides an opportunity to look at what your brand stands for, and to whom, and how robust and thorough your marketing is to deliver your plans. How successfully are opportunities converted into sales?

3

Making businesses
work well [2 Days]

Takes a critical look at the effectiveness of your business structure and processes (such as decision making, reporting and communication structures) and develops options to enhance them. Questions the efficiency of key systems and processes to deliver value to customers and stakeholders.

4

Developing and
enabling key people
[2 Days]

Evaluates the key people in the organisation and their potential to fulfil the necessary roles for future development. Will enable leaders to take a strategic overview of the talent currently in the company, what will be needed in the future, and what it will take to develop them or acquire them.

5

Making financial
sound decisions
[2 Days]

Enables the business vision to be planned for, and achieved profitably, with financial risk well managed. Financial indicators are examined that together facilitate profitable decision-making.

Features

- A 5 part modular programme linked by individual and business focussed challenges
- A balance of group training and individual coaching sessions
- Experienced Trainers and Consultants with a range of specialist skills
- A group of peers from several industries is limited to 14
- Programme endorsed by ILM (Institute of Leadership and Management)

Benefits

- An insight into your leadership effectiveness and development potential
- A development programme centred on the needs of you and your business
- Flexible coaching support helping course members deliver on their challenging development objectives, where they want it
- An opportunity to strengthen vital leadership and management skills across a variety of disciplines

Programme schedule

Pre-programme 360° performance assessment	
Coaching visit	
Part 1 Stimulating vision	15th, 16th & 17th Oct 2013
Coaching visit	
Part 2 Developing your brand, your market and your sales	12th & 13th Feb 2014
Coaching visit	
Part 3 Making businesses work well	13th & 14th May 2014
Coaching visit	
Part 4 Developing and enabling key people	16th & 17th Sept 2014
Coaching visit	
Part 5 Making financially sound decisions	3rd & 4th Feb 2015
Coaching visit	

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DEVELOPING BUSINESS LEADERS

Helping strategic leaders shape their future business success

