

Tailored Development Skills Training

‘finding the best solution to your training needs’

Headline are specialists in Management and Personal Development training. Our courses are delivered through innovative and engaging delivery methods to meet your training needs and to ensure high impact and lasting results.

Newsnight Challenge

Change Management

This exciting and challenging workshop is aimed at any organisations who are faced with the challenge of changing their business; whether it is restructuring, or becoming more commercially aware and profitable, or consulting and negotiating with Unions or relocating to another office.

Managing change can be a huge responsibility for leaders, who have to tackle the delivery and implementation of any changes to their organisation. For the implementation to be a success all leaders need to communicate the same **consistent** message and be confident in handling difficult questions.

Our Newsnight Challenge workshop run by our media training consultants allow delegates to become part of the T.V show. Each show has a different theme based around the challenges your organisation may be facing. Delegates form the panel in the roles of different representatives and are interviewed by our journalist. This means they get to experience the change from different perspectives. After the TV show there is time for reflection and analysis to see what worked well and what could be done better as well as examination of similar case



Newsnight Challenge Workshop - delegates being interviewed by Mike Dodd

This type of Management Development Training can be of huge value to delegates by offering a safe environment for them to practise and develop their communication skills. Other useful techniques can be acquired to learn how to deal with unions, the press and radio interviews.

The Apprentice

Management acceleration

- How does your Management Development Program operate?
- Are you responsible for organising development for new business managers?
- Are there areas in your company that would benefit from team building exercises?
- How do your graduates get on board?

Headline can tailor workshops that focus on all of these areas, bringing together and encouraging cohesive team work and employee engagement. ‘The Apprentice’ scenario gives an opportunity for teams such as sales executives or middle management to work together. Delegates are asked to bring a new product to market. They are given individual tasks to design, promote, cost, sell and present their product to a fictitious board of directors who will take on the ‘Alan Sugar’ persona and challenge the delegates on their findings.

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Dragons Den

Presenting with impact

It has never been more important to get your presentation right! Competition is fierce and customers have the luxury of choice.

Challenge your sales and management teams to deliver professional and high impact presentations through our Dragons Den workshop. Delegates will be given the skills and techniques required to engage their audience and to prepare a presentation ready to pitch to the Dragons panel. We can film each presentation and then play back for reflection and review. Headline can help you to deliver training with a difference for your sales force and management teams or anyone wanting to deliver a ‘winning presentation’.

This type of Management Development Training can be of huge value to delegates offering a safe environment for them to practise and develop their presentation skills. Other useful sales tips and techniques will be explored, helping the delegates to maximise their communication skills.

Headline can provide and tailor management and personal development courses to offer the very best solution to your companies needs. Other workshops include:

**Leadership
Time Management
Negotiation Skills
Assertiveness Skills
Customer Care**

**Email Etiquette
Equality and Diversity
Project Management
Coaching
Employee Engagement**

and many more... Contact us today for further information

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