



## MK Business and Leadership collaborates with Whittlebury Hall

MK Business and Leadership and Whittlebury Hall have joined forces to offer high quality, inspirational corporate training with the Whittlebury venue.

### Better Managers

The Better Managers programme takes an in-depth look at strategies for managing ourselves, others and our managers using a variety of academic theories, Neurolinguistic programming, coaching and practical learning opportunities.

Taking place over a period of 6 months, this practical and interactive programme, gives participants the opportunity to learn, develop new skills, practice those skills back in the workplace and review their progress in a safe environment. The programme focuses on personal development, emotional intelligence and creating real behavioural changes that have a positive impact on achieving organisational goals

#### This course is ideally suited to:

- New managers recently promoted into a role with line management responsibilities
- Individuals who aspire to promotion into a role with line management responsibilities
- Experienced managers and leaders who want to refresh their skills and make some changes to the way they approach their role

#### Highlights

- Focus on management skills to enable improved performance against Key Performance Indicators (KPIs) such as managing sick absence, customer service, sales and other organisational priorities
- Improved confidence in managing performance and holding difficult conversations
- Better time management and delegation through building stronger relationships with team members
- Increased employee engagement and satisfaction scores

### Day Training Packages from £180 per person, per day (inc vat)

- Specialist trainers
- Bespoke service
- Interactive learning
- Fast, free, unlimited WiFi
- Complimentary parking
- Freshly prepared refreshments
- Three-course lunch

### Our Consultancy Service:

In order to maximise the effectiveness of your training, MK Business and Leadership offer a unique consultancy service. We know that all businesses work differently; from strategy and process to culture and values. This is why our trainers will come and spend time with your business to understand what makes things tick, meet the people who make a difference and learn how training can be tailor-made to help drive business forward.

### Our Trainers:

At MK Business and Leadership we believe the days of a trainer at the front of a room with a flipchart are numbered. Our training is based around interactive learning that embeds new knowledge, skills and behaviors that people can take away to improve their performance. Our trainers are industry experts and we are always happy to share their credentials with our clients.

### How to Find us

For directions and details, visit [whittleburyhall.co.uk/easilyaccessible](http://whittleburyhall.co.uk/easilyaccessible)

### Contact us

For more information and to discuss your specific requirements contact:

**Enquiry Specialist Team**  
[sales@whittleburyhall.co.uk](mailto:sales@whittleburyhall.co.uk)  
**01327 850490**

[whittleburyhall.co.uk/business](http://whittleburyhall.co.uk/business)

Our courses can be tailored to suit your requirements and you can choose individual modules or the whole programme (modules 1-3). The choice is yours.

### Module One: Managing Self 2 Days

#### Learning Objectives

- To identify the different management styles and their benefits / disadvantages
- To gain a deeper understanding of self, using Clarity4D personality profiling
- To identify and assess the impact of own personal motivators
- To list own personal values and behaviours that impact on management styles
- To start to develop an understanding of own personal management style
- To define and address own barriers to success

#### Course Overview

- SWOT Analysis
- 4 stages of competence (Maslow)
- Emotional Intelligence (Daniel Goleman) – Managing Self
- Hierarchy of needs (Maslow)
- Growth Mindset (Carol Dweck)
- Limiting beliefs (NLP)
- Intro to Clarity4D profiling to identify personal preferences
- Different Perspectives
- Personal Motivators (Hertzberg)
- Circle of influence (Covey)
- Getting the best from your voice – Communication skills
- Management and leadership styles

### Module Two: Managing Others 2 Days

#### Learning Objectives

- To develop an action plan of new strategies in building rapport and motivating team members
- To gain new insights into different communication styles and managing a range of personalities
- To list the core principles of building trust and what breaks trust within a team
- To explore the different aspects of Emotional Intelligence impacting on team performance
- To identify different learning preferences and how people take on information
- To practice using coaching

#### Course Overview

- Forcefield Analysis (Kurt Lewin)
- Change Curve
- Team dynamics using Clarity4D
- Mindfulness
- Follower types
- Coaching for high performance
- Causes of Conflict (Bell and Hart)
- Active listening
- Conflict Management: Interest-Based Relational (Fisher & Ury)
- Coaching using the CIGAR model

### Module Three: Managing Managers 2 Days

#### Learning Objectives

- To gain an understanding of strategic thinking and the impact on their manager's role
- To identify the political and organisational challenges facing senior managers
- To develop a clear and persuasive business case for change
- To create new strategies to find positive alternative outcomes and solutions
- To list the differences between Assertive, Aggressive and Passive behaviours
- To identify own follower and explore leadership styles

#### Course Overview

- Assertiveness
- Negotiation skills
- Conflict management (Thomas-Kilmann)
- Creative thinking / Ideas generation
- PESTLE
- Problem Solving
- Well-formed outcome
- Leadership styles / Follower Types
- Organisational strategic thinking
- Change Management

We also offer a range of commercial training programmes, to find out more visit:  
[whittleburyhall.co.uk/training](http://whittleburyhall.co.uk/training)