

COURSE OUTLINE



About The Course

This course is specifically for owners and directors of small and medium sized businesses who have the responsibility for setting direction and maximising the potential for growth.

Course Format

The course is structured as a 1-day hands-on workshop for small groups and one-to-one training.

Duration

1-day course structured as 4 sessions of approximately 90-minutes each

Delegate Rate

The fee for the course is £295 plus VAT per delegate (minimum 5 delegates) including refreshments and all training materials.

Contact

For more information on Innotec's Business and Management Training programmes or to discuss your specific training needs with our Course Director:

Call 01273 891155 or go to our website at www.innotec.co.uk.

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Innotec Business Mentoring is a partner in Southern Business Consultants

GROWING YOUR BUSINESS

Once your business has been running for a while, you will reach a stage where you need to decide whether to grow. This is an important decision because business growth has both advantages and disadvantages.

To make this decision you need to know how your business is currently performing. This will help you to identify areas with growth potential.

Once you have identified where your business can grow, you need to decide how.

Objectives of the Course

This one-day workshop will provide you with the knowledge and tools to take the most appropriate action to minimise the risks associated with rapid growth and to put in place procedures for long-term sustainable growth.

You will learn from business people who have extensive experience as Directors with blue-chip companies and smaller entrepreneurial businesses which they have set up and successfully grown.

Course Content

By the end of the course delegates will be able to:

- Understand the common building blocks of high growth successful businesses.
- Answer the following questions about their business.
 - Where are you now.
 - Where do you want to be in 5 years' time.
 - How are you going to get there.
- Identify the barriers to growth for your business.
- Understand different options to growing a business.
- Set achievable and realistic growth objectives.
- Evaluate the various options to overcome the barriers to growth and select the most appropriate strategy to move forward.
- Develop an action plan for their own business based on the course content.