

Increase your competency

Human Resources Training 2010

-in house and open competency improvement courses

Concept Consulting ME is a consultancy that delivers the promise of your brand by focusing on the productivity and effectiveness of your people and processes. We work with you to maximize your management's talents in order to deliver first class business performance as well as to strengthen your ability to have the right people in the right job at the right time.

As part of the CONCEPT Consulting global organization you can be assured that when you work with us you get genuine experience, commitment and delivery.

Enterprises need to know

Need to know where they are going. They need to know their values – tangible and intangible. Enterprises need to realise how important it is to "know what they know" - their internal competences - and be able to make maximum use of the knowledge.

The knowledge resides in many different places such as: databases, knowledge bases, filing cabinets and peoples' heads and are distributed right across the enterprise. All too often one part of an enterprise repeats work of another part simply because it is impossible to keep track of, and make use of, knowledge in other parts.

Enterprises need to know:

- what their knowledge assets – the intellectual capital - are;
- how to manage and make use of these assets to get maximum return.

Most traditional companies focus on the tangible assets of the company and leave unmanaged their important knowledge assets.

Success in an increasingly competitive marketplace depends critically on the quality of knowledge, which organisations apply to their key business processes. For example the supply chain depends on knowledge of diverse areas including raw materials, planning, manufacturing and distribution.

Seminars – ask for specific programs:

1. **Operational Excellence/Lean Production, Logistics and Supply Chain Management**
2. **MBO - Management By Objectives**
Working with Key Performance Indicators for Success financial results
3. **Team Building and Development**
4. **Re-engineering - Practical work with processes, structure and flows**

5. **Strategic Planning and Management Skills**
6. **International Management & Cultural Awareness Capabilities – (Global Management)**
7. **Coaching**
8. **Managing Innovation**
Many leaders say that business innovation is core to their strategy, but their companies fail to achieve significant innovation, because they are not set up to do so.
9. **Managing People - People Processes – Global Performance**
Managing people – motivating them to do their best – is a critical skill that every manager should possess
10. **The Newly Appointed Manager**
You are moving into a management role for the first time. Not only are you accountable for your own deliverables, but now have the additional responsibility for translating your company's strategy for your department, formulating your departmental objectives, and then making sure your direct reports are aligned to deliver on that strategy
11. **A 21 days Mini MBA**
12. **Human Resources Management - 1**
13. **Human Resources Management - 2**
14. **Banking in EXCELLENCE (level I and II)**
15. **Leadership and Team Development**
16. **Practical work with processes, process mapping, structure and flows**
17. **Individual improvements – Working with the individual's Strength**
18. **International Market Entry & Development**
19. **Database Marketing**
20. **Customer Relationship Management/Service Excellence**
21. **Operational Excellence, optimization opportunities in the context of your company's strategy**
22. **The Non-Experienced or Newly Appointed Manager**
23. **Sales Management by Objectives**
24. **Sales by Objectives**
25. **Managing The Future, Your Company and Your Employees**
26. **Change and Transformation Management**
27. **Empowerment Team - Practical work and guide to establish the teams allowing people at all levels to broaden their scope of decision making to more fully utilize their talents, skills, and inherent creativity. In a nutshell, empowering workers widens the boundary of individual and team contribution.**
28. **SURVIVAL STRATEGIES FOR 2010 AND BEYOND (NEW)**
29. **Make HR to Strategic Management**
30. **HR Development and Management**
31. **Performance Management/Developing Executive Leadership skills**
32. **Corporate Governance**