

# ***Leadership and Management.***

Continuing Professional  
Development courses.



# Build skills, stay ahead.

CPD training for a future-proof workforce.  
Drive growth and commercial success with BPP's high-quality CPD courses for professionals.

## BPP's CPD training will help your business

- ✓ Continuously improve employee competency and efficiency
- ✓ Retain talent by demonstrating your investment in their development
- ✓ Tailor courses to fit your specific requirements, including in-house training
- ✓ Develop leaders with established skill sets across multiple disciplines including leadership, technology, data, and more

## BPP's CPD training will help learners

- ✓ Fulfil regulatory requirements for evidenced CPD
- ✓ Keep their technical skills and regulatory qualifications up to date
- ✓ Fill important knowledge gaps and build new, effective skills
- ✓ Improve their ability to deal with ever-evolving issues confidently and efficiently
- ✓ Stay informed on current topics and industry changes
- ✓ Keep their professional approach up to date with changes in the market



Currently **over 55%** of all our courses delivered globally **are tailored** to our clients' specific needs.

# Your performance is our business.



Coach professionals in **6 of the 10 leading global banks**



We train professionals from all the **Big 4 accountancy firms**



We are the skills partner to **7,000 businesses across industry**, many working with us on an exclusive basis



We address capability gaps in **9 of the top 10 professional services firms**



Our learning materials are used in **170 countries worldwide**



We upskill employees from **9 of the top 10 banks**



Educate learners from **over 110 countries** across the globe



Exclusively train professionals in all **5 Magic Circle law firms**



Leading the professional training landscape for **almost 50 years**



We educate professionals from **19 of the top 20 global law firms**



# Our leadership and management CPD courses.

Enable your employees to fulfil their potential in an ever-changing climate and create lasting change.

As interpersonal skills become increasingly important in a digital world, we provide the expertise to equip your teams with the skills to unleash their potential. Our training focuses on skills and behavioural development to enable better decision making, better people management, better collaboration and better communication and influence.



We deliver skills training and CPD to **over 18,000 working professionals** per year across the globe



We have a successful 40-year history of **helping businesses and learners** to meet their skills gaps

Tailored CPD courses that fit your business needs.

You know what skills your business needs – and we know how to help you develop them. That's why we work with you to identify knowledge and skills gaps and then create engaging training programmes, tailored to your specific requirements, timescales and budget. Contact our Training Solutions team for more information: [inhouse@bpp.com](mailto:inhouse@bpp.com)

To book a CPD course  
contact us today

✉ [PDoperations@bpp.com](mailto:PDoperations@bpp.com)

☎ 03300 603 331



## Leadership and Management.

### Business Development

|                                                       | Hours | Price* |
|-------------------------------------------------------|-------|--------|
| How to Win New Business and Develop Relationships     | 6     | 735    |
| Pricing Strategies and Tactics                        | 6     | 735    |
| Understanding Contracts – An Overview for Non-Lawyers | 6     | 615    |

### Communication

|                                                            | Hours | Price* |
|------------------------------------------------------------|-------|--------|
| How to Create and Develop your Personal Professional Brand | 6     | 735    |
| Assertiveness – An Introduction                            | 6     | 735    |
| Communication Skills – An Introduction                     | 6     | 735    |
| Confident Decision-Making and Strategic Thinking           | 6     | 735    |
| Writing Skills for Professionals                           | 6     | 735    |
| Time Management – An Introduction                          | 6     | 735    |
| Handling Difficult Conversations with Ease and Confidence  | 6     | 735    |
| How to be More Confident                                   | 6     | 735    |
| Practical Networking                                       | 6     | 735    |
| Stress Management – An Introduction                        | 6     | 735    |
| Influencing Skills                                         | 6     | 735    |
| Improving your Performance with Emotional Intelligence     | 6     | 735    |

### Data and Analytics

|                                                                                                   | Hours | Price* |
|---------------------------------------------------------------------------------------------------|-------|--------|
| Data Analysis with Excel – Intermediate                                                           | 6     | 735    |
| Data Analysis with Excel – Advanced                                                               | 6     | 735    |
| Power BI – An Essential Toolkit                                                                   | 6     | 735    |
| Excel Essentials for Modelling and Analysis                                                       | 6     | 615    |
| i3BAR – Integrated, Interactive and Intelligent Excel Models for Business Analytics and Reporting | 18    | 1935   |

### Leadership and Management

|                                            | Hours | Price* |
|--------------------------------------------|-------|--------|
| Introduction to Management and Leadership  | 12    | 1220   |
| Management and Leadership – The Next Steps | 12    | 1220   |
| Leading Change for Managers                | 12    | 1220   |

For course dates and locations, please click [here](#).



To book a CPD course  
contact us today

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# ***Flexible learning*** **to suit your talent.**

Our CPD training is built for your business and designed for learner flexibility – with accessible and engaging content to maximise success and ensure immediate impact.



## **Study face-to-face**

Perfect for learners who prefer the structure and discipline of a physical classroom setting; choose the face-to-face study option.



## **Online Classroom Live**

Flexible and convenient, our premium online study mode offers a virtual classroom with interactive features that replicate a real-life classroom to keep learners fully engaged.



## **In-house training**

We can deliver expert training either at your premises or in a BPP location, at a time that suits you.

# Delivered by *industry* *leading experts.*



**Jo Lee**  
Head of Leadership, Management and  
Personal Effectiveness Programmes

Jo has extensive professional experience across industries, from financial services, public sector, aerospace and retail, and has designed impactful learning solutions to organisations globally. Whether she's working with executive boards, sales teams, HR directors or emerging managers, Jo ensures maximum relevance and effectiveness at all levels.



**Ian Lucas**  
Head of Personal Development

Ian uses his extensive professional experience to shape the delivery of training programmes at BPP, using real-world anecdotes. He has worked as an NVQ assessor, coaching managers to achieve their goals and NVQ targets, and served as national training manager for a major UK retailer where he developed and implemented organisation-wide training plans, including management development and induction.



**Katie Botten**  
Associate Facilitator

Katie has over 30 years' experience in supporting leaders at all levels. Her extensive experience across HR, organisational development and change management comes from her work with complex global and European organisations across sectors ranging from insurance, retail, and investment banking.



**Martin Solway**  
Facilitator

With over 19 years' experience in the sector and experience of working across the globe, Martin's deep technical knowledge and skills enable him to support learners in bringing their learning to life, through real-world practical examples.



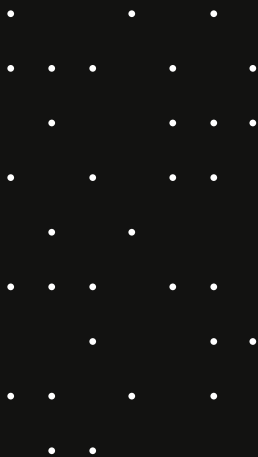
**Dominic Fennell**  
Senior Facilitator

Dominic has over 17 years' experience in the education sector, having established himself delivering management and digital apprenticeships. At BPP, Dominic plays a pivotal role in delivering self-development modules within the BSc Accounting and Finance, and the MSc Management apprenticeships.



**Andrew McPherson**  
Facilitator

Andrew has worked with CEOs, senior managers and team leaders across industries, serving as a managing director, consultant, and trusted adviser. He is a dynamic facilitator specialising in interactive leadership and management workshops, a fellow of the Institute of Enterprise and Entrepreneurs (IOEE) and a member of the Chartered Management Institute (CMI).



If you have any questions,  
or require any more  
information email  
**[PDoperations@bpp.com](mailto:PDoperations@bpp.com),**  
or call **03300 603 331.**

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