

Business Management Training

Typical Issues

Issues identified by analysing business performance from management accounts, budget comparisons and composite reports (IFC) are rarely linked back to the operational processes and procedures to which they relate.

Managers too often cannot be spared from a busy operation, or prefer not to attend courses which are not applicable to their specific sphere of "expertise".

Not all training is practical and applicable to the requirements of the business, nor to the level of current skill/knowledge of the attendee. It often does not provide practical solutions to operational issues.

Too often managers are invited to attend inappropriate training. The consequence is that the training is uninteresting. Once this happens, anything that may have been of interest will be missed and the resultant opportunity lost.

Our Solution

Management training offered by **apd** provides constructive, clear and concise training relating to strategic and tactical business development issues.

We deliver generic training. We also provide an active role in the development and delivery of franchise or dealer-specific training programmes. These relate directly to both the management competency levels and identified training needs of staff. Provision of cost-effective, essential training, which minimises the removal of managers from the business to attend training in areas where they already have a high degree of competency, is paramount.

In addition, we provide access to training 'workshops', which are designed specifically to improve performance by working with, and learning from, the experience of others. This encourages 'best practice' to be shared throughout the network.

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The Benefits

apd achieves the objectives of providing truly effective, interesting, practical and applicable Business Management Training, by:

- Developing courses to meet the specific needs of client briefings and the results of any training needs assessments
- A library of **apd** generic courses exists; where required, specific client customisation is available
- All courses are delivered by trainers with experience of both the retail and OEM sectors of the industry
- All courses are supported with practical exercises to help reinforce the learning process, using computer simulations where applicable
- All courses adopt an interactive, delegate-led learning process
- All course are accompanied by full and detailed course notes/work books in either hard copy or electronically

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