

Transform your Management Performance...



...with Management Learning & Coaching

Management Learning & Coaching Ltd are learning & development providers and consultants specialising in **management development**. We partner with large organisations, to design and deliver learning and development programmes that **transform management capability and confidence**, enabling our clients to experience:

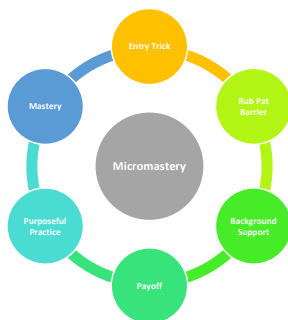
- Increased productivity and engagement
- Improved staff retention and satisfaction
- Demonstrable impact on organisational performance



"Without the support and expertise of ML&C trainers and coaches, we would be worse off to the tune of millions of pounds."

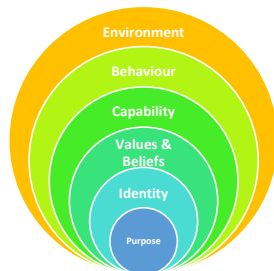
*Technical Director
International Electronics Manufacturer*

What makes us different?



Micromastery

your people learn small, learn fast and immediately apply their newfound skills back on the job thanks to our unique Micromastery approach. This creates flexible, scalable and sustainable learning experiences.



Identity of Self

by engaging at the level of identity, your people will activate their intrinsic motivation to take on, apply and sustain their own learning and performance. This means that the learning and its application are more effective and sustained, and your people are more empowered.



Partnership

a robust Business Partnership Model ensures we start with the end in mind. We work in partnership with you to create engaging and relevant learning experiences that have a demonstrable impact on management performance, directly linked to organisational outcomes.





What we do - three areas of management capability

ML&C works across three key areas of capability which are key to unlocking management performance.

Personal & Interpersonal	Leadership & Management	Business & Strategic
<ul style="list-style-type: none">■ Self-awareness/psychometrics■ Writing Skills■ Presentation Skills■ Making Your Point Effectively■ Persuasion & Influencing■ Handling Difficult Conversations■ Managing Myself■ Stress & Resilience■ Problem Solving■ Decision Making■ Mediation	<ul style="list-style-type: none">■ Leadership Skills■ Coaching Skills■ Managing Others for New Managers■ Managing Managers■ Managing Performance■ Managing Change■ Effective Meetings and Minutes■ Stakeholder Management■ Project Management■ Stress – Manager's Role■ Selection Interviewing	<ul style="list-style-type: none">■ Strategic Thinking■ Commercial Awareness■ Professional Selling Skills■ Key Account Management■ Negotiation■ Applied Marketing■ Customer Care■ Understanding Business Finance■ Budgeting■ Managing Strategic Projects■ Finance for Non-Financial Managers

How we work with you – our ethos

Our ethos is encapsulated in three core values that run through our business and our interactions with you, the client, and into our learning and coaching programmes:

Do what works: organisations that seek to maximise the impact of their management performance from the outset tend to be more successful. We start by acquiring a deep understanding of your organisation's needs and expectations. This feeds through to a more practical, less theoretical, focus, grounded in the reality of the 'day job' and backed up with on-the-job reinforcement to ensure the learning sticks.

Keep our promises: you'll find we keep our promises – to each other, to you, to your people. If we say we'll do something we'll do it; if there's a problem or delay at our end we'll keep you informed; if there's a problem or delay at your end we'll understand and do what we can to help you resolve it; If we can't do something we'll say so and help you find somebody who can. If there's a bump in the road we'll address it with you, swiftly and constructively. We're in it for the long haul.

Look after your people: organisations that are open, honest and fair, especially in today's highly competitive arenas, tend to be ahead of the pack. We extend our duty of care to your organisation and your people to encourage you all to be active participants in creating positive learning environments, and by extension positive cultures, where participants feel comfortable and empowered to share issues and challenge each other to be the best they can be.

Facts & Figures

- Established 2004
- Typical client size: 250+ employees
- Longest ongoing client relationship: 15 years

Top 5 Client Sectors

1. Electronics Manufacturing
2. Accountancy & Financial Services
3. Food Services
4. Engineering Advisory
5. Logistics & Supply Chain

Get started

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