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PEOPLESOURCE CONSULTING

Open Training Profile



2019

RECRUITMENT

CONSULTING

LEARNING & DEVELOPMENT

PRODUCTS

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OPEN PROGRAMMES CALENDAR: 2019

FEBRUARY

WHO IS IT FOR?

DATES

DEVELOPING A SALES CULTURE THE EXECUTIVE PA	Managers, HR Practitioners and Senior Professionals Personal & Executive Assistants	Thu 14th – Fri 15th Fri 22nd – Sat 23rd
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MARCH

EFFECTIVE FEE NEGOTIATION SKILLS	Anyone interested in procurement of professional services	Fri 22nd
HR LEADERS MASTERCLASS	Senior and Aspiring HR Leaders	Wed 27th – Fri 29th

APRIL

SELLING IN A DOWNTURN	Sales and Business Development Personnel	Wed 17th – Thur 18th
THE PEOPLE SKILLS OF MANAGEMENT	Current and Aspiring Managers	Wed 24th – Fri 26th
DISC CERTIFICATION COURSE (ABUJA)	Leaders, HR Practitioners and Consultants	Mon 8th – Fri 12th

MAY

THE HIGH PERFORMING MANAGER	Current and Aspiring Managers	Wed 22nd – Fri 24th
THE ADVANCED PA	Senior Personal & Executive Assistants	Wed 29th – Fri 31st

JUNE**WHO IS IT FOR?****DATES**

DISC CERTIFICATION COURSE	Leaders, HR Practitioners and Consultants	Mon 17th – Fri 21st
THE SKILFUL INTERVIEWER	HR Professionals and Line Managers involved in recruiting staff	Thur 27th – Fri 28th

JULY

THE EXECUTIVE PA	Personal & Executive Assistants	Thur 18th – Fri 19th
BUILDING HIGH PERFORMING TEAMS	Managers and Leaders	Thur 25th – Fri 26th

AUGUST

DATA ANALYSIS AND PRESENTATION FOR MANAGERS	Managers and Leaders	Thur 22nd – Fri 23rd
HR LEADERS MASTERCLASS	Senior and Aspiring HR Leaders	Wed 28th – Fri 30th

SEPTEMBER

SALES SKILLS FOR NON SALES PEOPLE	Back Office and Operations Managers	Fri 20th
DEVELOPING SENIOR MANAGEMENT CAPACITY	Senior Leaders and Managers	Wed 25th – Fri 27th

OCTOBER

EFFECTIVE INTERPERSONAL RELATIONSHIPS	Managers and Leaders	Wed 23rd – Fri 25th
COMMERCIAL AWARENESS FOR MANAGERS	Senior Leaders and Managers	Wed 30th – Thur 31st

NOVEMBER

THE RESILIENT EMPLOYEE	Sales Managers and Leaders	Thur 21st – Fri 22nd
MANAGING TALENT FOR HIGH PERFORMANCE	Senior HR Leaders and Managers	Wed 27th – Fri 29th

DECEMBER**WHO IS IT FOR?****DATES****CREATING & COMMUNICATING A VISION THAT STICKS**

Senior Leaders and Managers

Fri 13th

Please see course details in synopsis and outline sections below.

PROGRAMME SUMMARIES

We can deliver all our programmes In-house. To review our complete list of programmes and see the detailed outlines, please request for our main programmes directory. Prices for our selected list of open programmes in the calendar above is provided in the summaries below.

MANAGEMENT AND LEADERSHIP

THE HIGH PERFORMING MANAGER - (3 DAYS)

A Manager's break-even point is the stage at which he or she has contributed as much value to the organisation in his or her role as he or she has consumed. Most leaders start off in a role as net consumers and transit to value creators as they gradually learn to lead effectively and take strategic action. —The Managers 100 Day Plan programme enhances participant's ability to become net contributors to their organisation in a much shorter time to increase value to the employer.

Open Course Fee – N157,500.00 incl. VAT

THE PEOPLE SKILLS OF MANAGEMENT- (3 DAYS)

The need for the manager to effectively motivate the employees under him/her cannot be over emphasized. The manager needs to be equipped with what it takes to always get the best out of everyone around him/her. This is three day programme is highly impactful on personal and interpersonal skills and the successful management of people. This programme provides you with a unique opportunity to accelerate the development of your skills whether you are focusing on managing the impact of change or transition, building a high performance team, or developing the trust, enthusiasm and mutual development of your employees.

Open Course Fee – N157,500.00 incl. VAT

DEVELOPING A SALES CULTURE – (2 DAYS)

Leading an organisation or team where everyone is focused on sales and performing to high levels is a challenge especially for those in a leadership role. Successful leaders build their team's capability to achieve greater sales, revenue and profit by developing and leading in a sales focused way and driving to deliver high performance levels and establish a high sense of purpose. This programme is aimed at developing and coaching your people to exhibit a sales orientation in whatever role they have within the business and to strive for continuous improvement and accelerated performance.

Open Course Fee – N147,000.00 incl. VAT

CREATING AND COMMUNICATING A VISION THAT STICKS - (1 DAY)

This programme helps business leaders, senior managers and others charged with the role of inspiring and galvanizing their organisations and teams to drive high performance and the execution of strategic objectives. Participants learn how to craft a vision, mission and strategic objectives that will resonate with their employees. They also acquire enhanced skills and capabilities to communicate their ideas in creative ways to engage employees to deliver on the company's ambitions. It involves the use of a variety of tools, strategies and ample role playing to inform practice.

Open Course Fee – N84,000.00 incl. VAT

DEVELOPING SENIOR MANAGEMENT CAPACITY - (3 DAYS)

Focusing mainly on leadership, strategy and people, this 3 day course is specifically designed for top executives and Senior Managers who are looking for a more realistic approach to the use of the full range of strategic management tools and skills available to them in their roles, those needing to develop their capacity to lead and influence at top management level and those who want to acquire excellent people management capabilities. It combines aspects of organisational and management theory, a pragmatic approach to the realities of day-to-day work life and the factors impacting on the organisations and countries represented in the seminar room.

Open Course Fee – N168,000.00 incl. VAT

BUILDING A HIGH PERFORMING TEAM – (2 DAYS)

Harnessing a team's full potential can often be a daunting task and leaders need to be able to analyse the performance of their teams and focus on each individual's key attributes to ensure they are getting the best out of them. We all know that teams can achieve far more than people working individually and this training course will help ensure that managers are given all the skills necessary to enhance their team's performance and inspire them to success.

Open Course Fee – N147,000 Incl.VAT

DATA ANALYSIS AND PRESENTATION FOR MANAGERS – (2 DAYS)

Acquiring the technical and conceptual analytical skills you need to make high-quality decisions and answer your organisation's toughest questions is a must have in today's competitive business environment. This course provides hands-on experience with using data to draw conclusions, make recommendations, and present data in an influential way; thereby empowering leaders with the knowledge they need to make informed decisions.

Open Course Fee – N147,000 Incl.VAT

COMMERCIAL AWARENESS FOR MANAGERS – (2 DAYS)

Participants gain an understanding of the critical business issues they need to be aware of to support their role to become more commercially focused in their role. The workshops focus on commercial and business awareness skills that will enable them to broaden their role and perspectives so they can take on increased responsibilities, gain credibility and achieve career growth. This course is designed for managers who want to hone their business and commercial skills, decision makers in non-profit making organisations who want to sharpen their business acumen and help their organisation stay relevant during challenging economic conditions.

Open Course Fee – N147,000.00 incl. VAT

HUMAN RESOURCE MANAGEMENT

THE HR LEADERS' MASTERCLASS - (3 DAYS)

Based on participants' feedback, this was our most successful programme in 2014. It comes highly recommended for senior HR leaders. Organisations need their HR departments to lead and drive the achievement of outstanding results through people; effectively influencing the rest of the business to get on board. This programme is specifically designed to address the need of HR Managers seeking a fast track to career development by acquiring the prerequisite knowledge required to gain relevance as a HR leader within management. Participants gain insights, tools and confidence needed to deliver the organisations expectations from HR's leadership today. By drawing together a very senior and experienced practitioner faculty to lead sessions where best practice and leading thought is explored, the programme will equip participants with the competence for strategic HR practice at the highest level; helping them develop, build and lead outstanding HR teams.

Open Course Fee – N168,000.00 Incl. VAT

MANAGING TALENT FOR HIGH PERFORMANCE – (3 DAYS)

This course will help participants understand how to identify, attract, manage, develop and engage talent within the organisation and individuals exiting the business to ensure current and future business needs are met. Managing the talent pipeline and effective succession planning is aimed at delivering business continuity and growth and deliver tailored, pro -active career development for an organisation's most talented individuals. This course explores the best approaches for managing talent and planning succession.

Open Course Fee – N157,500.00 Incl.VAT

THE SKILLFUL INTERVIEWER – (2 DAYS)

Having the right people in the right jobs is essential. That means hiring needs to be right, which depends critically on interviewing skills. It's also too easy to hire on a subjective impression; you just like the person and find out later they lack the skills, knowledge or temperament for the job. This course will take participants through on how to use a competency-based approach based on the job description. This training develops interviewing skills and up-to-date techniques to improve your ability to hire a winning team.

Open Course Fee – N147,000.00 Incl. VAT

DEVELOPING THE BUSINESS

SELLING IN A DOWNTURN - (2 DAYS)

Economic downturns affect every business and we all need to make adjustments to connect with today's changing customer demands. Customers are establishing new priorities and reducing their overall spend. Also, technological factors have greatly affected the ways business is done. The world has become a global village and organisations compete effectively across borders. Ensure your marketing teams are equipped for current market challenges.

Open Course Fee – N147,000.00 incl. VAT

EFFECTIVE FEE NEGOTIATION SKILLS (1 DAY)

This fast paced, interactive one-day workshop is designed to give participants a firm grasp of the key aspects of effective fee negotiation. Success in this area isn't about methods for fooling someone into paying our preferred price but rather is about developing a clear, concise, evidence based explanation of what makes our proposition value for money. The workshop covers powerful influencing skills for building great relationships with the other party and explains how to apply a rigorous planning and 'meeting management process' to close those deals where price or fees are a key component.

Open Course Fee – N84, 000 Incl.VAT

SALES SKILLS FOR NON SALES PEOPLE – (1 DAY)

Many organisations give their employees sales targets even though they hold support or back office roles but without essential skills they fail to recognise and harness obvious sales opportunities. This course equips such employees to achieve their targets? Participants learn how the sales environment works and how to spot opportunities and get motivated to meet sales challenges with confidence.

Open Course Fee – N84, 000.00 incl. VAT

PERSONAL IMPACT AND EFFECTIVENESS

THE EXECUTIVE PA - (2 DAYS)

The PA is a pivotal role in the management team. Senior PAs and EAs acquire the skills to achieve organisational objectives through partnership with their manager, gain time management and communication skills to contribute effectively to their organisation and focus on skills and competencies needed to excel in a PA role. Being a PA or EA requires working closely with someone important and busy and it can be difficult to avoid overlooking personal needs and aspirations. We explore how to manage future career growth and get participants to practice new skills through role play and group work.

Open Course Fee – N141,750.00 incl. VAT

EFFECTIVE INTERPERSONAL RELATIONSHIP SKILLS (3 DAYS)

Some believe that successfully navigating relationships is an inherent quality that can't be learned—but this is not true. Developing your interpersonal skills increases your self-awareness and strengthens your ability to better understand others. Gain a better understanding of your communication style and how it differs from others, and learn to use that understanding to communicate effectively—verbally and nonverbally. You will participate in an interactive game where you use your newfound interpersonal skills to respond to a series of real-world scenarios.

Open Course Fee – N157,500.00 incl. VAT

DISC CERTIFICATION COURSE - (5 DAYS)

Effectiveness and maximum efficiency are two of the most important values you can add to your organisation in a highly competitive market. As a professional, you need to be equipped with the right knowledge needed to effectively manage all the resources in your charge, especially the human resources and D.I.S.C is a psychometric tool which empowers you to get this done. D.I.S.C is used by thousands of organisations all over the world, to achieve maximum efficiency of their human resources.

Open Course Fee – N399,500.00 Incl. VAT

THE ADVANCED PA – (3 DAYS)

The roles of Executive Personal Assistants in business are continually evolving. Today's Senior Executive Personal Assistant is a multi-skilled, dynamic member of the management team. The demands of the job are huge; they lead themselves as well as their colleagues. The Assistant should consider that their role is that of a business partner so understanding the vision and mission of the organisation whilst thinking for their boss and complementing their boss's limitations become imperative.

Open Course Fee – N168,000.00 incl. VAT

THE RESILIENT EMPLOYEE – (2 DAYS)

It is not possible to make progress without experiencing and overcoming occasional setbacks and disappointments. Resilience is the ability to maintain your normal level of performance, or improve on it, during times of change and adversity. The key to this training course is the understanding that the positive attitudes and behaviours which generate resilience can be developed. This is a course that addresses how to develop a winning mindset within an organisation and it is suitable for anyone in an organisation.

Open Course Fee – N147,000.00 incl. VAT

COURSE OUTLINES

DEVELOPING A SALES CULTURE

(2 DAYS)

OVERVIEW

The programme aimed at developing and coaching your people for continuous improvement and achieving greater sales, revenue and profit by developing and leading employees to be more focused on delivering to high performance levels and establishing a high sense of purpose.

WHAT DO I GET OUT OF IT?

- Understanding why leadership excellence is critical in sales
- Skills to manage your talent effectively
- Increased creativity and innovation
- Confidence to build credibility with your team
- Skills to motivate your team to higher performance
- Knowledge to apply big picture thinking to team management
- Steps to diagnose and solve bottlenecks to team effectiveness

WHO IS IT FOR?

This course is designed for Managers, sales professionals and others interested in developing an organisation focused on sales.

WHAT IS IT ABOUT?

Leading an organisation or team where everyone is focused on sales and performing to high levels is a challenge especially for those in a leadership role. Successful leaders build their team's capability to achieve greater sales, revenue and profit by developing and leading in a sales focused way and driving to deliver high performance levels and establish a high sense of purpose.

COURSE OVERVIEW

Working in groups and individually, participants on the course will gain diverse insights into:

- Management and purpose
- Shared goals
- Major mistakes Managers make
- Leading change
- Managing underperformance
- Training for success
- Maintaining a collaborative environment
- How to structure the job for success
- Measuring performance and setting standards
- Motivation versus manipulation

THE HIGH PERFORMING MANAGER

(3 DAYS)

OVERVIEW

A Manager's break-even point is the stage at which he or she has contributed as much value to the organisation in his or her role as he or she has consumed. Most leaders start off in a role as net consumers and transit to value creators as they gradually learn to lead effectively and take strategic action. The Managers 100 Day Plan programme enhances participant's ability to become net contributors to their organisation in a much shorter time to increase value to the employer.

WHAT DO I GET OUT OF IT?

- Understanding why leadership transitions are critical
- Skills to manage leadership transitions effectively
- Confidence to build credibility with colleagues
- Skills to motivate your team to higher performance
- Knowledge to apply big picture thinking to team management
- Steps to diagnose and solve bottlenecks to team and individual effectiveness Reinforced learning through group work, role plays and case studies

WHO IS IT FOR?

New team leaders, managers and others assuming new leadership roles that need to enhance their team management skills and achieve high performance in short time frames.

WHAT IS IT ABOUT?

From mental preparedness to forging alliances and securing early wins, our highly experienced facilitators lead participants through every aspect of taking on a new leadership role. Sessions provide a systematic and powerful framework as well as strategies to enable them take charge effectively within their first quarter in the new role.

COURSE OVERVIEW

- Fundamental Principles for successful transitions
- Laying the groundwork: Preparing to take charge
- Accelerating your learning: When, where and how to
- Diagnosing the situation and developing the right strategies
- Identifying key immediate priorities and securing early wins
- Building productive working relationships
- Identifying and addressing root causes of poor performance
- Building the team and implementing change where required
- Identifying key stakeholders and creating coalitions
- Maintaining personal disciplines and support frameworks
- Accelerating the development and potential of the team

THE PEOPLE SKILLS OF MANAGEMENT

(3 DAYS)

OVERVIEW

The need for the manager to effectively motivate the employees under him/her cannot be over emphasized. The manager needs to be equipped with what it takes to always get the best out of everyone around him/her. This is a powerful three day programme on personal and interpersonal skills and the successful management of people. This programme provides you with a unique opportunity to accelerate the development of your skills whether you are focusing on managing the impact of change or transition, building a high performance team, or developing trust, enthusiasm and mutual development in your employees.

WHAT DO I GET OUT OF IT?

- Become aware of your management style preferences and how they affect others
- Get more out of your staff and team by adopting a more structured approach to delegation and monitoring
- Deal with difficult people and resolve conflicts more easily
- Skills to motivate your team to higher performance
- Knowledge to apply big picture thinking to team management
- Steps to diagnose and solve team bottlenecks

WHO IS IT FOR?

Established Managers who need to enhance their people and team management skills, specialist and technical managers who need to achieve a better balance between technical expertise and their people management capabilities, managers, directors, team leaders and others in leadership roles that believe there is need to keep enhancing their team management skills and achieve high performance in short time frames.

WHAT IS IT ABOUT?

From mental preparedness to forging alliances and securing early wins, our highly experienced facilitators lead participants through every aspect of excellence in a leadership role. Sessions provide a systematic and powerful framework as well as strategies to enable them take charge effectively within in their roles.

COURSE OVERVIEW

- Management challenges within the recent economic challenges
- Assessing your own organisation's culture
- Understanding your motivational drivers
- Structuring and presenting messages in a way that influences people
- Reviewing your management and leadership styles
- Learning how to manage the above average and below average performers
- Managing the impact of change and transition
- Team working in action
- Getting to action – reflection and action planning

CREATING AND COMMUNICATING A VISION THAT STICKS

(1 DAY)

OVERVIEW

This programme helps business leaders, senior managers and others charged with the role of inspiring and galvanizing their organisations and teams to drive high performance and the execution of strategic objectives. Participants learn how to craft a vision, mission and strategic objectives that will resonate with their employees.

WHAT DO I GET OUT OF IT?

Learn how to :

Get employees excited about your business vision

Engaging them through clear communication

How to create a credible call for action

How to involve employees in the process to keep them excited about the business vision

Measuring and maintaining employee engagement with the vision

WHO IS IT FOR?

CEO's, Entrepreneurs, Business leaders, functional heads and others in key leadership roles

WHAT IS IT ABOUT?

Participants acquire enhanced skills and capabilities to communicate their ideas in creative ways to engage employees to deliver on the company's ambitions. It involves the use of a variety of tools, strategies and ample role playing to inform practice.

COURSE OVERVIEW

- Identifying direction and purpose
- Building loyalty through involvement
- Setting standards of excellence that reflect high ideals and a sense of integrity
- Being persuasive and credible
- Inspiring enthusiasm and encouraging commitment
- Developing a well-articulated and easily understood vision
- The role of ambition and calling for a shared commitment
- Challenging and inspiring people to align their energies in a common direction
- Ensuring a fit with unique business culture and values
- Ensuring it results in efficiency and productivity

DEVELOPING SENIOR MANAGEMENT CAPACITY

(3 DAYS)

OVERVIEW

This course provides a broad-based, practical introduction to the key ideas, techniques and overall competencies needed to manage effectively and productively, in modern organisations in any part of the world.

WHAT DO WE GET OUT OF IT?

- Understanding and the use of strategic planning tools
- Ability to constantly anticipate and respond speedily to changes within your organization
- Ability to initiate a strategic planning process
- A range of analytical tools to help identify the cause of problems
- Appropriate strategies for greater personal, team and organizational effectiveness
- Ability to work with others more effectively

WHO IS IT FOR?

Top executives and senior managers who are looking for a more realistic approach to the use of the full range of strategic management skills

WHAT IS IT ABOUT?

The course combines aspects of organisational and management theory, a pragmatic approach to the realities of day-to-day work life whilst taking into account the factors impacting on the organisations and countries represented in the seminar room.

COURSE OVERVIEW

- Initiating the Strategic Planning Process
- Developing Greater Customer and Output Focus
- Time Management and Priority Setting
- Clarifying and Implementing Organizational Mandates
- Situational and Stakeholder Analysis Techniques
- Exploring the Role of Leadership and Management to Ensure Achievement of Objectives
- Developing Business Plans; Monitoring and Evaluating for Results
- Analyzing External and Internal Factors Driving Change; Developing Readiness for Change
- Building and Managing Dynamic Teams
- Analyzing the Current State of the Organization, Developing Strategies for Change
- Managing Staff through Change

BUILDING HIGH PERFORMING TEAMS

(2 DAYS)

OVERVIEW

Harnessing a team's full potential can often be a daunting task and leaders need to be able to analyse the performance of their teams and focus on each individual's key attributes to ensure they are getting the best out of them. We all know that teams can achieve far more than people working individually and this training course will help ensure that managers are given all the skills necessary to enhance their team's performance and inspire them to success.

WHAT DO I GET OUT OF IT?

- Understanding why performance is critical to business survival
- Confidence to build credibility in the process of building a performing team
- Skills to motivate your team to higher performance
- Knowledge to apply big picture thinking to team management
- Steps to diagnose and solve bottlenecks to effective change at team and individual levels
- Reinforced learning through group work, role plays and case studies

WHO IS IT FOR?

Managers and Leaders.

WHAT IS IT ABOUT?

This programme is designed to help participants develop a framework for high performance within the context of their organisations. Participants will appreciate different team roles and how they work with others. It focuses on the issues of poor communication, poor influencing and 'groupthink'

COURSE OVERVIEW

- What makes a high performing team
- Why teams fail
- Stages of team formation
- Measuring contribution
- Communicating as a team
- Building effective relationships
- Managing conflict

DATA ANALYSIS AND PRESENTATION FOR MANAGERS

(3 DAYS)

OVERVIEW

This programme helps participants acquire the technical and conceptual analytical skills they need to make high-quality decisions and answer organizational toughest questions.

WHAT DO I GET OUT OF IT?

Understand key elements
Of data for decision making

The knowledge of data
visualization.

The knowledge of
Powerpoint and
presentation

Hands-on data analysis and
presentation

WHO IS IT FOR?

This course is designed for Managers and Leaders

WHAT IS IT ABOUT?

This course provides hands-on experience with using data to draw conclusions, make recommendations, and present data in an influential way; thereby empowering leaders with the knowledge they need to make informed decisions.

COURSE OVERVIEW

- Documenting, exploring and condensing data and checking and ensuring data quality.
- Averages, variability, histograms, samples, scatter diagrams.
- Trends forecasting and seasonality,
- When to use tables and charts.
- Demonstration tables: essential standards, derived statistics, aggregates and order, guidelines for formatting and layout, how to read and analyse reference tables.
- Presentation charts: essential standards, accessibility, simplicity, types (pie, line, bar and column and variations).
- What to avoid.
- Problem solving with excel

HR LEADERS MASTERCLASS

(3 DAYS)

OVERVIEW

All Organisations need their HR departments to lead and drive the achievement of outstanding results through people; effectively influencing the rest of the business to get on board. This programme will give participants the insight, tools and confidence to deliver against these expectations.

WHO IS IT FOR?

This course is for senior HR leaders and others looking for fast track career growth

WHAT DO I GET OUT OF IT?

- Understand the latest thinking and best practices in HR.
- Gain the confidence to contribute to top level strategic discussions on the role of HR and its impact to the business.
- Understand all key aspects of HR and its application at management and strategic levels.
- Acquire a broad and global perspective on key issues and concepts

WHAT IS IT ABOUT?

Do your HR leaders need a more thorough, broad and strategic view of HR management and practice? Are you or any of your colleagues a senior or mid-level HR practitioner in need of a career boost? Are you or your colleagues experienced in a specific area of HR e.g. Learning and Development and in need of a broad based, high level and strategic perspective to HR management as a whole? This programme is for you.

COURSE OVERVIEW

- HR and its strategic role within the organisation
- Resourcing and Talent Attraction
- Talent Management
- Organisational Development
- Compensation and Benefits
- Performance Management
- Change Management
- HR Strategy & HR Business Partnering
- HR Analytics
- Organisational Design
- Career Management

COMMERCIAL AWARENESS

(2 DAYS)

OVERVIEW

Participants gain an understanding of the critical business issues they need to be aware of to support their role to become more commercially focused in their role. The workshops focus on commercial and business awareness skills that will enable them to broaden their role and perspectives so they can take on increased responsibilities, gain credibility and achieve career growth

WHAT DO I GET OUT OF IT?

- Develop greater commercial awareness of factors affecting your organisation
- Define the role and purpose of your organisation.
- Understand issues and dilemmas facing organisations at a strategic level.
- Recognise the key issues involved in managing change.
- Remove myths and fears about finance and understand the jargon
 - Explore the attitudes and behaviours of a “Commercial” Manager.

WHO IS IT FOR?

Experienced PAs, office professionals and HR practitioners who are looking to either increase business acumen, take on a managerial role with confidence or and enhance their impact, credibility and contribution to their organisation.

WHAT IS IT ABOUT?

The course enables them explore the commercial factors affecting their organisations and develop a commercially driven vision for the business.

COURSE OVERVIEW

- Understanding Your Organisation – its Role and Purpose
- The role and purpose of organisations
- Organisational culture
- The power and influence of stakeholders
- The structure of organisations
- profile of a Commercial Professional
- contributing to sustainable high performance
- Nature of value and maximising your value contribution
- Introduction to Strategy and how it drives organisations
- Analysing internal strengths and weaknesses
- Analysing external opportunities and threats
- Benchmarking to improve performance
- Developing a compelling commercial vision

SALES SKILLS FOR NON SALES PERSONNEL

(1 DAY)

OVERVIEW

Almost all employees are given sales targets in Nigerian companies today and being a support or back office staff won't exempt them from the firing line. It isn't usually helpful that they are not in the sales team and may thus fail to recognise obvious sales opportunities due to a lack of training. This course equips such employees to effectively support organisational sales targets.

WHAT DO I GET OUT OF IT?

- Understanding why leadership transitions are critical
- Skills to manage leadership transitions effectively
- Confidence to build credibility with colleagues
- Skills to motivate your team to higher performance
- Knowledge to apply big picture thinking to team management
- Reinforced learning through group work, role plays and case studies

WHO IS IT FOR?

This programme is highly beneficial for employees at any level within the organisation working in non-sales roles who have sales targets to achieve.

WHAT IS IT ABOUT?

This course will help participants gain an understanding of the sales environment, sales and transaction cycles and how to spot and maximise opportunities. They also learn the basic skills required to meet sales challenges with confidence so they can contribute to achieving the organisations sales goals.

COURSE OVERVIEW

- Understanding sales, why people buy and how we sell.
- Principles of selling, influencing and persuasion
- Your role and the sales process
- The profile and basic skills of a sales person
- Active listening and asking the right questions
- Building your confidence and keeping motivated
- Basic sales techniques and influence and persuasion skills
- Building rapport with customers
- Managing your sales team and their expectations
- Identifying new business opportunities
- Customer retention and promoting your organisation
- Why a customer is always important; not always right

EFFECTIVE INTERPERSONAL RELATIONSHIPS

(3 DAYS)

OVERVIEW

Some believe that successfully navigating relationships is an inherent quality that can't be learned—but this is not true. Developing your interpersonal skills increases your self-awareness and strengthens your ability to better understand others.

WHAT DO I GET OUT OF IT?

- Complete an action plan to develop interpersonal skills
- Use multiple self assessments to increase their understanding of themselves and the perspectives of others
- Apply positive and productive communication techniques to various types of interactions by receiving feedback from others
- Create supportive workplace relationships by treating others with respect, trust and dignity

WHO IS IT FOR?

This course is intended for individuals at all levels who want to improve their communications and relationships with others.

WHAT IS IT ABOUT?

Gain a better understanding of your communication style and how it differs from others, and learn to use that understanding to communicate effectively—verbally and nonverbally. You will participate in an interactive game where you use your newfound interpersonal skills to respond to a series of real-world scenarios.

COURSE OVERVIEW

- Building positive workplace relationships is key to success
- Making and keeping a favourable impression on others
- Creating an environment that fosters excellent communication
- Using listening skills to your advantage
- Building bridges across your organisation
- Strategies for managing conflict
- Working with difficult people and other tough situations
- Key to persuading and influencing others

EFFECTIVE FEE NEGOTIATION SKILLS

(1 DAY)

OVERVIEW

This fast paced, interactive one-day workshop is designed to give participants a firm grasp of the key aspects of effective fee negotiation. Success in this area isn't about methods for fooling someone into paying our preferred price but rather is about developing a clear, concise, evidence based explanation of what makes our proposition value for money.

WHAT DO I GET OUT OF IT?

Gain an insight into how to establish the 'true value' that is being offered as part of the deal

Understand the importance of 'pre-framing' in a fee negotiation

Acquire a 'toolbox' of nine tried and tested influencing skills

Discover how to build a sense of agreement and collaboration into a meeting

WHO IS IT FOR?

This programme is highly recommended for Procurement professionals, Engagement Managers and others involved in selling professional services.

WHAT IS IT ABOUT?

The training covers powerful influencing skills for building great relationships with the other party and explains how to apply a rigorous planning and 'meeting management process' to close those deals where price or fees are a key component.

COURSE OVERVIEW

- Price negotiation strategies
- Influencing skills
- The negotiation planning process
- The Boulden "Deal Making" meeting process

SELLING IN ADOWNTURN

(2 DAYS)

OVERVIEW

The current economic downturn will affect every business and we all need to make adjustments to connect with today's changing customer demands, preferences and requirements. Customers are establishing new priorities and reducing their overall spend. Also, technological factors have greatly affected the ways business is done. The world has become a global village and complete compete effectively across borders. Ensure your marketing teams are equipped for current market challenges.

WHAT DO I GET OUT OF IT?

An understanding of the qualities of a successful sales person in a depressed market

Ability to respond creatively to the challenges faced in a depressed market

Ability to enhance the entire sales cycle for improved effectiveness and growth

Reinforced learning through group work, role plays and case studies

WHO IS IT FOR?

This is an essential course for Sales and Marketing Managers, team and unit heads and other staff within the marketing and sales function.

WHAT IS IT ABOUT?

This course will teach sales and marketing people the sales techniques required to ensure that can achieve continued growth in sales in spite of the recession and help them gain the skills and know how to adopt and implement an effective sales approach by focusing on higher productivity and avoiding bottlenecks to sales growth. It will also expose them to the key result areas top sales performers focus on.

COURSE OVERVIEW

- Understand the changing psychology of the customer
- Leverage the marketing spending approach to energise the sales process
- Implement segmented selling and focused actions along the sales funnel
- Discover the sales teams' four key high impact levers
- Reduce bottlenecks to growth along the sales cycle
- The sales key result areas
- How clear is your marketing communication?
- Devising relationship plans for key accounts

THE EXECUTIVE PA

(2 DAYS)

OVERVIEW

The PA is a pivotal role in the management team. Senior PAs and EAs acquire the skills to achieve organisational objectives through partnership with their manager, gain time management and communication skills to contribute effectively to their organisation and focus on skills and competencies needed to excel in a PA role.

WHO IS IT FOR?

WHAT DO I GET OUT OF IT?

Understand the purpose
of the PA role

- Knowledge and techniques to maximise
- your impact in the role

Practical skills to

- improve your performance and enhance your relationships with colleagues.

- Improved career development and growth prospects.

This course is for secretaries and PAs and EAs to directors and senior managers.

WHAT IS IT ABOUT?

Being a PA or EA requires working closely with someone important and busy and it can be difficult to avoid overlooking personal needs and aspirations. We explore how to manage future career growth and get participants to practice new skills through role play and group work.

COURSE OVERVIEW

- Purpose, definition and expectations of an executive PA
- Working with senior management
- Understanding business goals and information flow
- Senior management: what do their role involves
- Models of management
- Relating your role to your managers
- Understanding work styles
- Effective communication:
 - Questioning techniques
- Project and time management
- Juggling multiple tasks, personal organisation and prioritisation

THE RESILIENT EMPLOYEE

(2 DAYS)

OVERVIEW

It is not possible to make progress without experiencing and overcoming occasional setbacks and disappointments. Resilience is the ability to maintain your normal level of performance, or improve on it, during times of change and adversity. The key to this training course is the understanding that the positive attitudes and behaviours which generate resilience can be developed.

WHAT DO I GET OUT OF IT?

Understand their level of personal resilience

Turn adversity into opportunity

Apply proven techniques when needing to have greater resilience

Take control and develop increased self - confidence during change

Bounce back more effectively from the tough times

WHO IS IT FOR?

This is a course that addresses how to develop a winning mindset within an organisation and it is suitable for anyone in an organisation. Many organisations run this course for their staff, in conjunction with the Manager's version.

WHAT IS IT ABOUT?

Resilience skills are practical and can be learned and developed through appropriate training. The characteristics which are associated with higher levels of resilience are inherent in our personalities; however resilience skills can be used to help us adapt our natural style and tendencies.

COURSE OVERVIEW

- Understanding Resilience, Pressure, Stress and Adversity
- Resilience Questionnaire- Measuring your own levels of resilience
- Realistic optimism and negative thinking
- Emotional Awareness- The Emotional Pot Concept
- Empathy- Core skills required to be empathetic
- Relationship Building- Reaching in – Reaching out
- Problem Solving- 7 Part Problem Solving Strategy
- Self Efficacy- The importance of self-belief and self-esteem

DISC CERTIFICATION COURSE

(5 DAYS)

OVERVIEW

Effectiveness and maximum efficiency are two of the most important values you can add to your organisation in a highly competitive market. As a professional, you need to be equipped with the right knowledge needed to effectively manage all the resources in your charge, especially the human resources and D.I.S.C is a psychometric tool which empowers you to get this done..

WHO IS IT FOR?

This course is for HR Practitioners, training facilitators and consultants, training & development specialists, all Leaders and Managers looking to enhance their capacity to engage and motivate people.

WHAT DO I GET OUT OF IT?

Opens new doors to consulting and training programmes

Use the graphs to resolve some of the most pressing needs of businesses today

Effectively analyze the 3 graphs of the Personality System Profile and apply what you learn

Create a strategic process that improves communications and increases productivity

Significantly enhance your marketability as an expert consultant

WHAT IS IT ABOUT?

Everyone has distinctive characteristics and qualities which influence our thinking, preferences and behaviour. Research shows that these behavioural characteristics can be grouped into four categories called personality styles or profiles and that people with similar personalities tend to exhibit specific traits common to that style or profile..

COURSE OVERVIEW

- Enhance relational time professionally and personally
- Gain greater sensitivity to others around you
- Maximise personal strengths and minimize weaknesses
- Resolve internal conflicts and power struggles more quickly
- Enhance teamwork among an organization's staff
- Help others develop a positive self-image
- Assess a person's nonverbal communication
- Identify how and why people make decisions
- Reveal root communication problems in seven minutes
- Motivate others toward greater productivity

THE ADVANCED PA

(3 DAYS)

OVERVIEW

The roles of Executive Personal Assistants in business are continually evolving. Today's Senior Executive Personal Assistant is a multi-skilled, dynamic member of the management team. The demands of the job are huge; they lead themselves as well as their colleagues.

WHAT DO I GET OUT OF IT?

- Understanding the partnership with your executive
- Skills to manage time and efficiency
- Understanding HR and finance as an Executive Assistant
- Reinforced learning through group work, role plays and case studies

WHO IS IT FOR?

Senior Executive PAs, EAs and experienced secretaries, administrative officers etc.

WHAT IS IT ABOUT?

The Assistant should consider that their role is that of a business partner so understanding the vision and mission of the organisation whilst thinking for their boss and complementing their boss's limitations become imperative.

COURSE OVERVIEW

- Building a strategic partnership
- Blending in with the Executive team
- Managing your time and team
- Social media and the Executive PA
- Successful events management
- Working with Directors and the Board

THE SKILFUL INTERVIEWER(2 DAYS)

OVERVIEW

The Skillful Interviewer is a course designed to equip participants with the skills to become better interviewers and to learn how to conduct successful interviews and choose the right employee(s). As well as improving interviewing skills, participants will also learn recruitment and employment law and best practices.

WHAT DO I GET OUT OF IT?

After completing this course, participants will know how to:

Identify the benefits of interviewing skills and the various types of interviews

Establishing a plan for an interview and prepare the room for an interview.

Handle an interview by developing an understanding of the various types of candidates

Conduct an interview by following a specific structure, and use effective communication techniques when interviewing.

Identify the types of bias, the steps involved in evaluating a candidate, and several criteria for ranking candidates.

Identify the follow-up tasks that should be performed after an interview.

WHO IS IT FOR?

This is a highly beneficial course for those involved in conducting or sitting on interview panels

WHAT IS IT ABOUT?

Participants learn the stages of carrying out interviews and how to conduct an effective interview that will identify the best candidates for the job. This is a very practical programme with lots of role plays, reviews and feedback. It will be especially relevant for Line Managers, HR practitioners, Recruitment Consultants and others involved in interviews.

COURSE OVERVIEW

Fundamentals of interviews

- Importance of interviewing skills
- Identifying types of interviews
- Defining the job, analyzing and defining the culture

Planning and preparing

- Planning for an interview, analysing a candidate's resume, identifying lead questions
- Preparing for an interview and ensuring privacy
- Identifying personality styles and types of candidates

Handling and conducting the interview

- Understanding the importance of silence
- Conducting an interview – Role Plays
- Opening the interview, gathering information, taking notes and closing the interview
- Identifying effective communication techniques

Evaluating, deciding and following up after an interview

MANAGING TALENT FOR HIGH PERFORMANCE

(3 DAYS)

OVERVIEW

Managing the talent pipeline and effective succession planning is aimed at delivering business continuity and growth and deliver tailored, pro -active career development for an organisation's most talented individuals. This course explores the best approaches for managing talent and planning succession.

WHAT DO I GET OUT OF IT?

Understanding of the importance of developing an organizational perspective of people as an asset, which provides a unique competitive advantage for the organization in pursuing its strategic priorities

WHO IS IT FOR?

This course is for HR Leaders and Managers

WHAT IS IT ABOUT?

This course will help participants understand how to identify, attract, manage, develop and engage talent within the organisation and individuals exiting the business to ensure current and future business needs are met.

COURSE OVERVIEW

- Recognising talent and matching it to your organisational need
- The basics of succession planning and building team resilience
- Smarter recruiting strategies to hire the right people at the outset
- Techniques to address talent shortages and leadership gaps
- Tools to inspire and reward staff
- How to better engage staff and inspire them to perform and develop
- How to create a culture that nurtures talent from the outset
- How to recognise and overcome barriers to development

OUR TEAM

Peoplesource comprises a growing team of highly experienced consultants and associates with diverse expertise in HR, Finance, Business and Technology acquired through working with clients within and outside Nigeria. They all share our values, ethics and passion for delivering exceptional service and value to our clients. Meet some members of our consulting and training team below.



Kemi Olutunbi Chartered FCIPD

Kemi is a very experienced management consultant with over 24 year's commercial experience working with a many blue chip retail and financial service companies and voluntary organisations in the UK. This includes several years working with NatWest Bank Plc, Britannia Building Society and Bristol & West Plc rising to the positional of a regional manager. She also worked extensively in banking operations, call center management and HR within banking. Kemi heads the practice at Inspired Concepts Consulting and is also a Senior Partner on Peoplesource Consulting team in Nigeria. She has handled Consulting projects for clients within the UK's commercial and voluntary sectors and has facilitated a variety of programmes for CEOs,

Charity board members and other management personnel in the UK and Nigeria. She holds a BSc. in Economics, an MA in Human Resource Management, is a Certified Personal Financial Manager in the UK, a Fellow of the Chartered Institute of Personnel & Development in the UK and an Associate of the Institute of Chartered Secretaries and Administrators, UK. She is also a faculty member at IBFC Alliance Training in Nigeria.



Phillips Ilesanmi Owoeye

Sanmi Owoeye heads our banking and finance training faculty. He is a highly experienced and consummate banker who started his banking career in 1989 and in the past 26 years he has worked in various Nigerian Banks in different capacities. His last assignment was as the, Director, Consumer Banking of United Bank of Africa Plc, a Pan Africa Bank with presence in 19 African countries, USA, UK, Cayman Islands and France. Prior to joining UBA in 2007, he was Executive Director,

Retail/Commercial Banking of Pacific Bank, an institution he helped revamp/reposition from a moribund Merchant Bank to a vibrant Universal bank following the acquisition of majority stake by new investors. In previous employments, he had worked variously as Divisional Head, Retail/Commercial Banking , Group Head, operations and technology, Head, Branch marketing/ coordination, and was a key part of the 1992 restructuring/repositioning of Crystal Bank (later renamed Standard Trust Bank) that eventually acquired the present UBA Plc His over 25 years banking experience cut across Retail, Consumer/Commercial, Public Sector and corporate Banking. A multi award winner and best graduate of the faculty of Business Administration, University of Lagos (1988), Sanmi holds a First Class Honors Degree in Banking and Finance and a

Masters of Business Administration (MBA) both from the University of Lagos. He is a Fellow of Nigeria Institute of marketing (Chartered), Chartered Institute of Banking of Nigeria (HCIB), and an Alumnus of the Advance Management Program of Lagos Business School (AMP14).



Malcolm Lewis

Malcolm is our international Lead on banking, finance and senior management team development. He has combined his past business life as a company —trouble-shooterll, corporate and project financier with his experiences as a culture expert and former International sportsman (Golf – England Captain, Walker Cup, Low Amateur British Open) to deliver Board and Senior Management Team (SMT) business performance facilitation/coaching and development. Malcolm undertakes work with both the private and public sectors incorporating the full range of SME's through to LE. These entities include AXA, Coca Cola

Hellenic, Sabanci, EDF Energy, Sudan Oil, Vodafone, Toyota, Cablecom, Merck, Abu Dhabi National Dredging Corp, CPA Global, etc. through to The National Trust, Cancer Research UK and the Armed Forces. He is a qualified Chartered Accountant and has been in industry as a finance controller and finance director. He holds degrees in Business Administration (BSc - Bath University) and Financial Management (MSc - UWE), is a Chartered Accountant (FCA - ICAEW) and a Certified Management Consultant (CMC). He is also a visiting lecturer on postgraduate (Masters and PhD) and Executive programmes at Bradford Business School (University of Bradford), Henley Business School (Fellow) (University of Reading - Executive Development), University of Bath (Entrepreneur in Residence 2009-2010) and the University of the West of England (Leadership). He has strong connections with Nigeria having been brought up and schooled between 1959 -1972 in Kaduna and Lagos and actually has a street named after his father in Lagos.



Bode Olutunbi

Bode is the Managing Consultant /CEO of Peoplesource Consulting. He also sits on the board of UK based consulting firm, Inspired Concepts. He holds a MSc. in Entrepreneurship from the University of Bristol UK and a B.A in History from Obafemi Awolowo University, Ile Ife. He has over 23 years cognate and commercial experience gained in Nigeria and the UK. Bode held executive and management positions within the banking and finance industry in Nigeria and the Consulting sector in the UK and spent 10 years working in the Nigerian retail banking sector with brands such as First Bank Plc, Gateway Bank (Now part of Sterling Bank), Magnum Trust and Standard Trust Bank. He has facilitated a variety of training programmes for

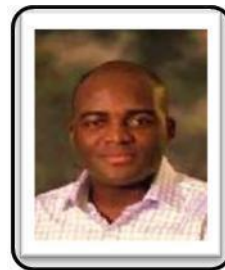
professional and corporate organisations in the UK and Nigeria and worked with several banks including the Stanbic group, Sterling Bank, GT Bank and Skye Bank as a consultant. He is also part of the faculty at IBFC Alliance, Nigeria's leading financial services training company.



Ndidì Adegbite

Ndidì is a multi-skilled Professional with over 19 years experience spanning various areas in Banking and Finance and Consulting. She has trained the employees of various organisation's in different sectors of the economy. Some of these include the following banks: Access Bank, Sterling Bank, GT Bank, Heritage Bank, Diamond Bank, First Bank, Stanbic IBTC Bank, Forte Oil, Chicken Republic and Red Star Express. Prior to her facilitation exposure she worked with Citibank for several year and then with Afribank and Mainstreet Bank. She is a member of the faculty of Training Companies such as; Financial Institutions Training Center (FITC), Leadership and Vision, IBFC Alliance, Learners and Trainers and Kendor

Consulting. Ndidì has a Master's degree in Business Administration from the University of Wales, Cardiff and a Bachelor's degree in Economics from the University of Lagos. She is a certified member of the Society for Human Resources Management USA (GPHR), an Associate of the Chartered Institute of Personnel Management Nigeria (ACIPM). She is also a Customer Service Consultant and a Certified Customer Service Trainer Service Quality Institute (SQI), USA and has been certified as a Trainer by Centre for Management Development (CMD).



Victor Banjo Chartered FCIPD, mni

Victor Banjo is a senior-level business executive with twenty years' experience with leading FMCG, Aviation and Banking organizations. He has delivered bottom-line impact in Nigeria, UK, Ghana, Sao Tome & Principe, Gambia, Cameroun, Senegal and South Africa; as Executive Director (Human Resources) at British American Tobacco Nigeria and Virgin Nigeria and General Manager/Group Head (Human Resources) at Oceanic Bank International Plc. He graduated from the University of Ife (now Obafemi Awolowo University) with BA (Hons) Degree in English Studies, earned a Postgraduate Diploma in Human Resource Management from London Metropolitan University and Postgraduate Certificate in Education (Adult Learning specialism) from the University of Greenwich, UK. He has consulted and facilitated training interventions on Leadership Development, Strategic Talent Management, Human Resources Business Partnering, Managing Diversity and

Building a High Performance Culture. Victor is the immediate past Director General of the Institute of Directors Nigeria (IOD). He also sits on the Advisory Boards of the Lagos Business School/Pan African University and Afterschool Graduate Development Centre (AGDC), Lagos, Nigeria.



Akin Fadipe

Morakinyo is a Human Resources Professional with over a decade's experience working as a Talent Management Expert, Performance Coach and Facilitator for numerous Leadership Development Programmes. His wide-range HR experience spanning Recruitment, Strategy, Organisational Design, HR Business Partnering and Change Management has seen him

implement strategic HR initiatives in various blue chip organisations. He is a Certified Senior Professional in Human Resources (SPHR) with the Society of Human Resource Management in America and also Prince 2 Certified. He has conducted several training programmes in Marketing, Human Resources, Strategy and Management across West Africa and South Africa. He is also a Certified BusinessWise Trainer a training Programme based in South Africa. Companies he has worked for include SO&U Saatchi & Saatchi, FrieslandFoods Campina WAMCO, British America Tobacco and Subsea7 Oil & Gas where he managed the training function for its Nigeria office.



Sarah Asafo-Agyei

Sarah is a wealth management specialist with over 16 years' experience in the financial services sector. Prior to founding Attai Capital, Sarah was a Director at Societe Generale Private Bank Hambros UK. Her primary focus was on Ghanaian and Nigerian clients. Prior to this she was with Barclays Wealth UK, where she was Vice-President in the Wealth Management division focusing on West African clients. Her wealth management career has seen her work with Investec Private Bank in South Africa and ABSA Wealth, it was her role at ABSA Wealth that propelled her move to Barclays Wealth UK. She started

off her financial services career with Citibank N.A South Africa, a role which gave her significant exposure to the financial services sector in Kenya, Zambia and South Africa. She has a Masters in Business Administration (MBA) from the University of the Witwatersrand South Africa, a Bachelor of Commerce Honours (Cum Laude) degree from the University of Kwazulu Natal, where she received a Golden Key National Honour Society award for scholastic achievement. She is a member of the Chartered Institute For Securities & Investments UK (CISI). She is a 2015 Laureate of the Institute Choiseul "100 Africa Economic Leaders of Tomorrow" award and has published articles in the South African Journal of Psychology.



Abiola Orojo

Abiola Orojo is an accomplished Banker and a seasoned Human Resources Practitioner. Her banking career spans 28 years of which she spent the last 18 years with StanbicBTC Bank Plc, where she held various managerial roles in Banking operations and Branch banking for a period of 5 years. She made a career change while in StanbicBTC, into Human resources in 2002, when she took up the role of Head, Learning & Development. With over 13 years' experience in the Human resources, she has acquired specialist knowledge in Strategic Human Resources, Learning & Development, Talent Management, Performance Management, Talent Acquisition, Employee Engagement, Employee Retention, Change Management and Business Partnering. She has a first degree in Economics and is a Fellow of the Institute of Chartered

Accountants of Nigeria (FCA), a professional member of Society of Human Resources management (SHRM, USA) and certified as SHRM's Senior Certified Professional (SHRM-SCP). She is a member of the International Coaching Federation (ICF) and is now practicing as a Business and Personal Development Coach. She is a certified trainer and facilitator.



Dokun Adedeji

Dokun currently runs a media firm and consults for a number of leading organisations. His experience spans 27 years working within the healthcare and FMCG sectors. He was until recently Head of HR and HR Business Partner, Supply Chain at Cadbury Nigeria Plc. He holds a Bsc. degree in Health Sciences and an M.B.CH.B from the Obafemi Awolowo University, Ile – Ife. He is a published writer and accomplished manager who won several awards in the course of his career. Dokun's areas of specialism include senior executive level recruitment, change management, leadership development and HR Business Partnering.



Emmanuel Cole FCIPM

Emmanuel was a Union Bank Scholar in Secondary School as well as a Lagos State Government Scholar at University. He holds a degree in Social Sciences majoring in Political Science is a Fellow of the Chartered Institute of Personnel Management of Nigeria and a member of both the Chartered Nigerian Institute of Management and Nigerian Institute of Training and Development. His career spans both the private and public sectors and he has held senior HR roles in manufacturing, banking, aviation, Oil and Gas and in a World Bank project. He also has extensive consulting exposure working for the Federal

Government of Nigeria on public service reforms, institutional review, reorganization and capacity building. He has developed strong skills in Consulting, Recruitment, Selection and Placement, Manpower Planning, Learning and Development and Capacity Building, Succession Planning, Establishment of HR / Admin functions in Companies, Negotiation with Unions and Government Agencies, and has also worked with a wide range of organizations as a management consultant and training advisor focusing on management and leadership development, personal and professional development and entrepreneurship.



Seyi Akinyoyenu

Seyi is a our technology, sales and business development subject matter specialist. He has gathered technical and operational experience working with several international and local technology companies in different capacities. His career spans working for such organisations as Via Affinity, Nestle Plc, Globacom, IBM and SAP in different capacities. While working for SAP, covering the whole of West Africa, he headed the Line of Business solutions – Supply Chain & Manufacturing (SCM), Human

capital management (HCM), Procurement and Customer Relationship Management (CRM) as well as Cloud Solutions, giving him breadth in quality checking of employee performance, sales and customer service. Working with other members of our core resourcing team, Seyi has what it takes to identify top quality talents to fit any technology role.



Precious Ajoonu

Precious holds an MSc in Management from the University of Aberdeen and a Certificate in Marketing from the London School of Economics. She has 12 years experience spanning stints with Guinness Nigeria Plc, Financial Derivatives Company Limited, Transall Nigeria Limited, Jumia Food and BusinessDay Media. She is also, on faculty at Simon Page College of Marketing and the MacTay Group and is the founder of a social education initiative called The Thinking School. Precious specialises in helping people and organisations improve their skills, processes, objectives and managing change, through her work both with teams and individuals. She is comfortable at all levels of a business including the boardroom,

coaching sales and marketing professionals, managers and other trainers and has spoken at thought leadership conferences. When delivering bespoke solutions she creates much of her own materials and has trained and worked with other trainers to deliver local and international projects. When consulting and coaching, her focus is on measurable client ROI and feedback. Her areas of expertise and interest

CONTACT Us

The programmes detailed above are just a few of the learning interventions we deliver at Peoplesource Consulting; to find out about course fees, faculty, detailed outlines and our capabilities or to request our full services brochure, please get in touch with us through the contact details below.

Our firm has strong affiliate relationships with Inspired Concepts Limited, a management consulting firm based in the United Kingdom, Indigo Training, the Europe licensee for De Bono training programmes, Goldisc UK and Peoplekeys Inc. USA, providers of the DISC Insights range of personality profiling products, MOL, the CIPD UK's leading UK center international programmes partner, SHL, the leading global candidate assessment tool, SalesAssessment.com, the leader in Sales Talent specific assessment, the University of Bath Executive Education in London and many other institutions and organisations across Africa, Europe and the USA. We are positioned to deliver value added solutions to all your learning and development needs and our team is keen to hear from you. Contact us today to discuss any of the programmes above or other specific requirements you may have.

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