

Attract, Select & Retain Staff

Designing Salary Packages
Engaging & Retaining Staff
Finding & Recruiting Staff
Overcoming The Skills Shortage

Business Growth & Performance

Assessing Business Performance
Boosting Business Profits
Growing The Business
Managing In A Downturn
Overcoming Challenges To Growth

Communication & Media

Building Networks
Communicating With Customers
Communicating With Staff
Dealing With The Media
Delivering Great Presentations

Corporate Compliance & Governance

Board Dynamics & Composition
Corporate Social Responsibility
Directors Duties & Responsibilities

Employee Relations & Regulations

Dealing With Bullies, Drugs & Alcohol
Establishing Policies & Contracts
Providing A Safe Workplace

Family Business

Balancing Family Relationships
Managing The Family Business
Planning For Exit & Succession

International Business

Doing Business In China
Operating Overseas

Leaders, Managers & Entrepreneurs

Decision-making, Negotiating & Influencing
Delegating Effectively
Developing Leadership Skills
Fostering Leadership Talent
Nurturing Emotional Intelligence & Thought Leadership
Resolving Workplace Conflict
Styles & Qualities Of Leaders

Marketing

Building & Managing A Brand
Creating Competitive Advantage
Developing Marketing Channels
Engaging In Direct Marketing
Exhibiting At Trade Shows
Knowing The Customer
Marketing Fundamentals
Writing A Marketing Plan

Risk Management

Budgeting & Financial Health
Disaster Planning
Managing Debtors & Cash-Flow
Protecting Intellectual Property
Tackling Workplace Fraud

Sales

Delivering Value
Handling Price Objections & Margins
Increasing Customer Satisfaction
Managing The Sales Team
Upgrading Selling Techniques
Winning New Business

Staff Motivation, Incentives & Performance

Boosting Staff Productivity
Conducting Performance Reviews
Incentives, Rewards & Bonuses
Managing Flexible Work Arrangements
Underperforming Employees
Understanding Generational Differences
Working With Teams

Strategic & Business Planning

Creating Future Directions
Executing Plans
Setting Values, Goals & Vision
Thinking Strategically
Workforce Planning

Succession, IPOs & M&A

Buying A Business
Integrating Merged Businesses
Preparing For IPO
Preparing For Sale
Succession Planning

Technology

Designing A Web Site
Exploring Web 2.0 Technology
Marketing A Web Site
Securing The Network
Upgrading Hardware/Software

Training & Development

Coaching & Mentoring
Developing Talent

Work-Life Balance

Avoiding Burnout & Stress
Balancing Work & Personal Time
Building Resilience & Positive Attitude
Fostering A Healthy Lifestyle
Managing Your Time

Change, Culture & Innovation

Achieving Cultural Harmony
Managing Change
Nurturing Ideas, Creativity & Innovation