



Open Enrolment Programme Dates & Pricing

Schedule for 2009

FranklinCovey is a global leader in helping organisations to achieve sustained superior performance - by unleashing the power of their workforces to focus and execute on the highest priorities.

While we frequently work in partnership with clients to develop customised solutions, our proven learning solutions and tools are also available as regular public programmes, open to all.

In this document you will find dates, locations and prices for the following workshops:

- [The 7 Habits of Highly Effective People](#)
- [The 7 Habits for Managers](#)
- [Introduction to The 7 Habits for Healthcare](#)
- [Focus: Achieving Your Highest Priorities](#)
- [Leadership: Great Leaders • Great Teams • Great Results](#)
- [Leadership Foundations](#)
- [Helping Clients Succeed - NEW](#)
- [Relationship Management - NEW](#)
- [The Carrot Principle - NEW](#)
- [Project Management](#)
- [Writing Advantage](#)
- [Presentation Advantage](#)
- [Measuring the Impact of Training and Development \(ROI\)](#)
- [What Matters Most](#)

For further details or to book, contact
Ree Edwards

01295 274103

or book online and receive a 5% discount [click Here](#)

FranklinCovey workshops generally include additional resources and tools designed to sustain learning for the long term. Examples include personal 360° profiling, online learning support, planning systems in paper or software forms, books and CD resources. These items are included in the price.

However prices shown do not include accommodation (if required) and VAT.
Prices are correct at time of going to press but may be subject to change without notice.

Banbury workshops are held at our dedicated Learning Centre at FranklinCovey UK's Head Office.
For details of Ireland and London venues please enquire.

The 7 Habits of Highly Effective People

The renowned learning process, based on Stephen R. Covey's book of the same name which has sold over 15 million copies around the world, lays down the foundations and principles for improved and lasting effectiveness and leadership at personal, interpersonal, managerial and organisational levels.

A three-day workshop **£1,450 + VAT**

2009

14-16 Apr	London
22-24 Apr	Banbury
11-13 May	Banbury
11-13 May	London
26-28 May	Banbury
08-10 Jun	Dublin
10-12 Jun	Manchester
17-19 Jun	Banbury
29-01 Jul	London
15-17 Jul	Banbury
12-14 Aug	Banbury

The 7 Habits for Managers

This fresh new learning programme offers new and experienced managers a framework for developing and applying the management behaviours needed to build high-performing teams and organisations. This two-day programme is business focused and incorporates pre- and post- assessment, a resource CD of management tools and FranklinCovey's Management Essentials book, packed with useful learning and application ideas.

A two-day workshop **£940 + VAT**

2009

14-15 May	Banbury
-----------	---------

Introduction to The 7 Habits for Healthcare

While all organisations encounter challenges, healthcare organisations are uniquely asked to balance the challenges of running a business while caring for the health and lives of their patients. FranklinCovey's *Introduction to the 7 Habits for Healthcare* workshop can offer solutions to this unique combination of challenges.

Created in collaboration with numerous healthcare organisations, this powerful workshop teaches universal, life-changing principles and applies them to the healthcare setting. Case studies, stories, and examples all pertain to the kinds of situations healthcare workers face every day. The end result is training that enables employees to effectively manage the challenges of the healthcare industry.

A one-day workshop **£420 + VAT**

2009

10 Jul Banbury

Focus: Achieving your Highest Priorities

This one-day course teaches productivity skills integrated with a powerful planning system which helps employees clarify, focus on and execute the highest priorities. It includes a pre-assessment, tools and resources and a practical emphasis on using planners, PDAs and other organisational tools to maximum effect.

A one-day workshop **£395 + VAT**

2009

05 May Banbury

05 May London

07 May Dublin

01 Jun Banbury

03 Jul Banbury

13 Jul London

10 Aug Banbury

Leadership: Great Leaders • Great Teams • Great Results

Building on the work of thought leaders including Jack Welch, Stephen R. Covey, Ram Charan and Fred Reichheld, FranklinCovey's powerful new leadership process provides middle to senior level managers with the mind-set, skill set and tool set they need to achieve the organisation's highest priorities.

A three-day workshop £1,725 + VAT

2009

20-22 May Banbury

08-10 Jun London

17-19 Aug Banbury

Leadership Foundations

This workshop prepares non-leaders to take on expanded roles and responsibilities in the future. With an introduction to the 4 Imperatives of Great Leaders, high-potential individual contributors and informal leaders gain skills that will help them make a greater contribution as they grow with the organisation.

A one-day workshop £420 +VAT

2009

05 Jun Banbury

Helping Clients Succeed - *NEW*

Helping Clients Succeed (HCS) is a methodology that blends the art and science of sales - integrating communication and relationship-building skills with disciplined business thinking and execution process. It enables sales people to become trusted business advisors who help clients succeed and produce sales revenues, time and time again.

A two-day workshop Introductory Evaluation Price £600+ VAT

2009

17-18 Jun Banbury

22-23 Sep Banbury

Relationship Management

The key areas of focus for this Advanced Skills Workshop are:

- Building trust within client relationships;
- Bringing structure to conversations to stimulate a client's thinking and produce high quality decisions;
- Creating mutual understanding rather than guessing, telling or accepting the client's need;

The format of the day has been designed to provide a range of practical tools, frameworks and suggestions that participants can apply the next day while allowing the time and opportunity for participants to share experiences which will be an integral part of the learning process.

*Relationship Management in one-day format Introductory Evaluation price **£300** + VAT*

2009

09 Jun Banbury

The Carrot Principle - *NEW*

A Carrot A Day® Recognition Training has been carefully designed to give leaders, supervisors and managers the in-depth skills and confidence needed to successfully implement effective recognition skills into their teams. A facilitator will work with the training group to incorporate daily, effective recognition techniques with a focus on the basics. Participants will then master the skills needed to integrate informal, day-to-day recognition into their daily exchanges and conversations with their teams through hands-on exercises, lively role-plays and humorous, interactive discussions.

*A one-day workshop **£465** + VAT*

2009

TBC Banbury

Project Management

Most projects fail due to clouded vision, poor communication and ineffective management of workloads and resources. In one, two or two and a half days, this module covers how to approach visualising, planning, implementing and closing projects so that they have the best chance of success

*Project Management in two-day format **£725** + VAT*

2009

TBC

Writing Advantage

Based on Key principles of written communication, Writing Advantage examines how to write with the reader in mind, whatever the type of document. It teaches planning structure, tools and techniques – and comes with a comprehensive Style Guide covering English usage in book and CD form.

A one-day workshop **£360 + VAT**

2009

17 Apr Oxfordshire

Presentation Advantage

This programme teaches a highly effective planning and preparation process and has strong focus on structure and delivery. With practice sessions included in the two days, delegates learn how to plan and deliver presentations which capture audience attention and convey key concepts with impact and enthusiasm.

A two-day workshop **£725 + VAT**

2009

TBC

Measuring the Impact of Training and Development (ROI)

In today's business environment, it is important to be able to measure the return that a business is getting from its investments. This evaluation competency building work shop is for all who need to demonstrate the value to their organisation of HR solutions and programmes.

A two-day workshop **£695 + VAT**

2009

11-12 Jun Banbury

What Matters Most

A life management workshop applicable to all levels. Delegates learn how to find out what is most important, to balance the demands in their work and their life, and to plan and prioritise their weeks and days to complete projects, meet deadlines and honour commitments.

A one-day workshop **£395 + VAT**

2009

14 May Banbury

20 Aug Banbury