

Open Enrolment Programme

Dates & Prices

We deliver...

Principle-Centred Programmes.

A Whole-Person Approach.

A Mind-Set Change First,
then Behaviour Change.

Learning and Tools for
Sustainable Performance.

Transformational Results.

Join us in 2012...

Welcome!

I am delighted to present our schedule of open enrolment development programmes for 2012.

At FranklinCovey, our mission is to enable greatness in people and organisations everywhere. These open enrolment programmes are a very accessible way to provide you and your teams with the personal effectiveness and leadership capabilities which are the foundations of organisational greatness.

Whether you use our learning processes as a standard part of staff development, to address specific needs or to drive change, these powerful solutions based on proven principles will help you get results.

Listed in this booklet are all the solutions we currently offer, with dates and prices. If you would like to find out more about the programme, contact me on 01295 274100 or visit our website www.franklincovey.co.uk.



Ree Edwards

Head of Public Programmes

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The Leadership Challenge

The Knowledge Worker Age needs great leaders who engage people's heads and hearts, not just their hands. But most leaders still use Industrial Age management practices.

Consider these challenges:

- Succession crisis. By 2018, 60% of experienced U.S. leaders will leave the work force.
- Underused talent. Over 50% of workers say they have "far more talent, intelligence, and creativity" than their jobs allow them to use.
- Weak management skills. The number one reason people leave their jobs is because of a poor relationship with their manager.

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 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.

27th-29th June - London
9th-11th July - Banbury
21st-23rd August - London

A 3-Day Workshop £1,780 + VAT

The 7 Habits for Managers

This programme offers new and experienced managers a framework for developing and applying the management behaviours needed to build high-performing teams and organisations. This 2-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.

12th-13th July - London

A 2-Day Workshop £970 + VAT



The Individual-Effectiveness Challenge

Jobs get cut. Resources are eliminated. But the work remains. Today's employees are expected to put in more and more time just to maintain acceptable productivity. It's more for less. Consider these challenges:

- Longer workdays. U.S. workers work three weeks longer per year than 20 years ago.
- Heavier work loads. 53% say they are "overwhelmed" at work and, because of technology, are never really "off the job."
- Information overload on the average worker. 75 billion e-mail messages are sent each day.
- The communication gap. When surveyed, only 46% of respondents state that team members discuss tough issues candidly and only 32% believe their teams actively seek out differing viewpoints.

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 3-Day Workshop £1,495 + VAT

14th-16th May - Banbury
14th-16th May - Cork
13th-15th June - London
2nd-4th July - London
18th-20th July - Banbury
13th-15th August - Banbury
14th-16th August - Dublin

Time Management with FranklinCovey

This programme is taking the Time Matrix to the next level by introducing a further dimension that really brings this model to life. Practical application of this extended model, gives delegates the solid foundation to change the way they manage their time forever. You will learn how to achieve more in your working day, with the ability and confidence to adapt effectively when your workload increases unexpectedly. You will also gain practical tools to reduce stress and make your new time management principles sustainable whilst having the conviction to deliver on your top priorities.

A 1-Day Workshop £315 + VAT

12th June - Banbury
2nd July - Banbury
23rd July - London
2nd August - Banbury
16th August - London

Focus: Achieving Your Highest Priorities

This 1-Day course teaches productivity skills integrated with a powerful planning system which helps employees clarify, focus on and execute 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.

18th June - London
18th July - Banbury
26th July - Dublin
17th August - London

A 1-Day Workshop £410 + VAT

Helping Clients Succeed

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.

6th-7th August - Banbury

A 2-Day Workshop £1,340 + VAT

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.

A 1-Day Workshop £600 + VAT

5th July - Banbury

The 5 Choices to Extraordinary Productivity

The key areas of focus for this workshop:

- Act on the Important
- Go for Extraordinary
- Schedule the Big Rocks
- Rule your Technology
- Fuel your Fire

You will learn how transform your life by making five fundamental choices to dramatically increase your ability to achieve the most important outcomes.

23rd May - Banbury
28th May - Dublin
7th June - Banbury
20th June - London
4th July - Dublin
9th July - London
25th July - Banbury
20th August - London
28th August - Banbury

A 1-Day Workshop £425 + VAT

*Thank you for reading through our programme listings.
If you have any questions, please don't hesitate to contact us.*

We look forward to welcoming you soon.