

## April 22<sup>nd</sup> 2010 – Voice for Presentation

A one hour session on using your voice well in presentations. This course falls in to Hemingway Corporations health and safety, sales and trainer training portfolio. We also use parts of this course in our Telephone skills programmes.

➤ Presented by Kirsten Hemingway

Kirsten was trained in voice at the Royal Academy of Dramatic Art. In her career she has had to make presentations as a sales person, project manager, managing director, vice chair of the IOD and has completed many other speaking engagements. She regularly teaches courses in flexible working and attributes her ability to maintain a high level of speaking engagements to her ability to look after her voice.

➤ This speed learning session will be one hour and will aim to improve the learners ability to use and care for their voice

➤ Doors open at 5.30 for a 6pm start – the workshop will finish at 7.00pm event ends at 7.30pm

➤ The cost for this event is £10

➤ For booking please email – [khemingway@hemingwaycorp.com](mailto:khemingway@hemingwaycorp.com) or call Anna Cussen of City Inn on +44 (0)11 7910 2702

City learn is the place to do speed learning on a variety of topics. Each event will last for an two hours with networking at either side. Refreshments are provided.

You can find out more about Hemingway Corporation at [www.hemingwaycorp.com](http://www.hemingwaycorp.com) and more about the City Inn at [www.cityinn.com](http://www.cityinn.com)



# CITY LEARN contemporary learning

## May 27<sup>th</sup> 2010 – When SMART is dumb

A one hour session on using the right measures at the right time. These courses are part of Hemingway Corporations governance and project management training portfolio.

➤ Presented by Richard Vincent

Richard knows how to measure for success - An experienced Director with extensive experience of managing high tech businesses, strategic account management, board level negotiations and ramping high tech business from introduction to multi-million dollar revenues. Over 17 years of developing and managing relationships with demanding global customers such as IBM, Sun, Fujitsu and Hitachi and with global suppliers, such as Flextronics and Mitsumi. Significant success with projects that involve pioneering new approaches, turning around programmers and groups in difficulty and refocusing and re-energising teams. Practical experience backed up by current academic work and lecturing with Cranfield University School of Management.

➤ This speed learning will be one hour and will aim to change the way learners think about management and measurement of complex organisations

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## June 24<sup>th</sup> 2010 – How to avoid the 'Dead Zone' and move yourself or your business forward

A one hour session presenting a model that shows how to avoid the traps such as perfectionism, busyness, control, power struggle and burnout that prevent us or our businesses reaching full potential.

➤ Presented by Kay McMahon

Kay trains and coaches businesses and organisations in using emotional intelligence and awareness to become more successful. She has 30 years business experience with companies such as Hewlett Packard and Hanson and combines that with a deep understanding of emotional intelligence. She has over 100 days training with Psychology of Vision, is a qualified NLP practitioner and Personal Coach. Her training and coaching have covered topics from leadership and communication through to dealing with difficult people or handling stress and she has a particular interest in relationships and work/life balance

This session will be one hour and will aim to equip the learner with an insight into where they are on the model and how they can move themselves or their business forward

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## July 27<sup>th</sup> 2010 – SYSTEMS DYNAMICS – FINANCE MEETS REALITY

➤ Presented by John Murphy

John holds qualifications as; chartered accountant, MBA, and IOD corporate governance. He has considerable experience in both corporate and operational financial and management roles. Most recently he was FD & CEO of a pan-European insurance company.

➤ IN THEORY - theory and practice have the same outcomes –

➤ IN PRACTICE - they do not.

John will explain part of the reason why - based upon real operational and financial scenarios

Qualified as a chartered accountant John was curious as to why a change to a forecast spreadsheet could produce disastrous results if the operational manager was inexperienced enough to take any notice of the finance dept.

The use of simple system dynamics models can help analyse and communicate between operations and corporate functions.

➤ This speed learning session will be one hour and will aim to improve the learners ability to make dynamic systems

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# CITY LEARN contemporary learning

## August 26<sup>th</sup> 2010 – Social media marketing

A one hour session to help you THINK before you jump in to social media

➤ Presented by Ant Hodges

Ant has a strong background of leadership in the design and marketing industry, helping organisations harness the power of online marketing and combining them with more traditional marketing strategies. Ant works on projects delivering online marketing for large online retailers, through to small and startup business, right across the UK and into Europe.

Just because someone told you your organisation needs to be on Twitter, doesn't mean that it should be!

Ant leads teams and individuals through digital and new media vision planning and strategy implementation. Firstly though, he makes sure that the activity you THINK will work, is in line with your brand and values held by your target market. Ant will share the science behind having the right social media mindset before you jump in with both feet.

➤ This speed learning session will be one hour and will aim to improve the learners ability to make good decisions about social media marketing

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## September 23<sup>rd</sup> 2010 –How do I know my sales teams are doing the right things at the right time with the right people?

A one hour session on how to get the right sales people, with the right skills working with the right customers at the right time

➤Presented by Jonathan Viney

Over the last 28 years Jonathan has been highly successful in many sales management roles – his experience stretches across FMCG to B2B, working for small companies that have grown in global market leaders. He has built and developed sales team from scratch, been instrumental in merging 5 different sales forces into one cohesive team and been sent in to “turn under performing teams around”. During the last 5 years, since setting up his own sales consultancy Jonathan has spread this knowledge and experience across many organisations in the UK and Middle East to help their sales team through sales transformation. He also helps Bristol University as a mentor for the business incubator SetSquared

➤This speed learning session will be one hour and will aim to improve the learners ability to maximise sales

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