

Grow Mid Canterbury Training Opportunities

Courses available subject to sufficient demand
Please register your interest with Grow Mid Canterbury
www.growmidcanterbury.co.nz



Sales & Marketing

Writing effective business reports and tenders
Business planning and sales & marketing
Affordable market research
Professional telephone skills
Maximising your marketing budget
Contract Negotiation-Professional negotiation skills
Increasing the performance of your sales team
Understanding customer needs & building customer loyalty
Making appointments & telephone sales
Target Marketing - Up-selling - Closing the deal
E-business - use the internet to grow your business

Managing Staff

Reviewing and managing performance in the work place
How to make Mid Canterbury a quality experience by up-skilling yourself & staff
Developing delegation

Money & Finance

Where does the money go?
Smarter cash management
Preparing effective budgets and sticking to them
Achieving your retirement goals sooner
Are your customers using you as a bank
Managing debtors and increasing profit
Accounting for non-accountants
Guide to raising capital
How to manage your bank

Efficiency & Productivity

Lean Manufacturing - reducing costs and increasing production
Controlling business risk
Growing your business
Process improvement implementation
New skills for solving business problems - creative thinking skills
Trade effectively in China
Implementing lean manufacturing
How to get more done in less time - time management skills
Running effective meetings

Compliance - Covering your back

How to keep good business records
How to avoid unnecessary legal disputes
Intellectual property perspectives from a non-patent attorney
Debt collecting - keeping the dollar going around
Protecting intellectual property

New to Business

Laying the foundations for a successful business
Certificate in business ownership (*J.V Aoraki Polytec 12 week programme*)
Turn your good idea into a business
Guide to starting out in business

Special Programmes

High Achievers Business Growth Programme (*6 sessions*)
E Commerce Master Class (*3 sessions*)