

Our business development training courses are designed to aid individuals in their development as managers, presenters and account managers in all aspects of their work.

They are can-do courses that teach delegates practical skills and techniques they can use to improve their everyday performance and inspire new levels of success - in themselves and in others.

Bluewood cover a wide range of business development areas but if there is something specific you want to improve on that isn't listed below we will create a course or build a programme specifically for you.

Bluewood Business Development Courses:

People Management - Introductory: An Introduction to Good Management

- What makes a good manager?
- Showing leadership as a manager
- The step by step guide to effective management

People Management - Advanced: Understanding personality types & recognising personal strengths

MBTI (Myers Briggs Type Indicator):

- Understanding Type
- The 16 different types
- What type are you?
- How does this impact your style and interactions with others

SDI - Strength Deployment Inventory:

- How to work more effectively with others Type
- How to build more productive relationships
- How to manage conflict more effectively

Delegation, Support and Motivation

- Delegating effectively
- Motivating people to achieve more

- Individual and team appraisals
- Training and support

Successful Negotiation

- Successful negotiation techniques
- Building authority
- Planning the negotiation
- Successful negotiation techniques
- Meeting the needs of the organisation and the team
- Handling difficult situations

Time Management

- Planning your time
- Managing projects and deadlines
- Managing your expectations

The Art of Good Communications

- Stopping, looking and listening; taking the best approach
- Presenting yourself
- Diplomatic communication and communicating change
- The 'open-door' policy

Successful Pitching and Sales Skills

- Understanding selling
- Structuring the sales process
- Communicating with clients
- Questioning techniques
- Effective account management

Finance in Business

- Reading financial statements

- Management Accounts
- Cashflow / Balance Statements
- The Jargon

An Introduction to the financial markets

- The Debt & Equity Markets
- Other Markets
- The City Practitioners
- Beating the jargon
- Reading the Financial Times

Included with your course:

- A training course (or programme) tailored to your requirements
- A course booklet for reference during and after your training
- A learning log for each individual
- Written and oral feedback to both delegate and client
- Free delegate consultations and support for a year after your training

We have a range of business development trainers all with proven and first-hand experience of what they are teaching.

Please get in touch for a thorough outline of what would be covered in your tailored course and also for information on our business development trainers.

To book or receive more information on a business development training course - [click here](#).