



PART I: WHERE ARE WE NOW?

Module 1: Friday 5th May 2017

Time	Subject	Tutor
08.45	Registration & coffee in the Atrium, CMDC	
09.00	Introductions – How the Programme works and the Team	Veronica Burke Carol Foussat
9.30	Introduction to Strategy: The 5 Key Questions Strategy: How do you gain competitive advantage?	Cliff Bowman
11.00	Exercise and into counselling groups	Counsellors
12.00	Feedback in plenary	Cliff Bowman
12.30	Lunch in Counselling groups	
14.30	Introduction to the Knowledge Interchange	Sheila Chudasama
15.15	Break	
15.30	Introduction to leadership	Mike Meldrum
17.00	Role mapping	Veronica Burke
18.15	Close & check in to accommodation	Veronica Burke Carol Foussat
19.30	Drinks and Dinner	CMDC



PART I: WHERE ARE WE NOW?

Module 1: Saturday 6th May 2017

Time	Subject	Tutor
09.00	Show me the money	Andy Haworth
11.15	Break	
11.30	Where are we now? A view of your organisation	Carol Foussat
13.00	Lunch	
13.45	Strategy: Where do I compete?	Mark Jenkins
15.45	Market analysis	Mike Stiles
16.45	Close of Module 1 Preparing for the counsellor visit	Veronica Burke Carol Foussat



PART I: WHERE ARE WE NOW?

Module 2: Friday 19th May 2017

Time	Subject	Tutor
09.00	Counselling group: what are my key issues?	Counsellors
11.00	Introduction to Module 2	Veronica Burke Carol Foussat
11.15	Management team capability	Carol Foussat
13.00	Lunch	
13.45	Customer management	Alison Williams
15.15	Break	
15.30	Business process improvement	Yvonne Quinn
17.30	BGP Guest Entrepreneur	Sarah Wood Mulberry Cottages
18.30	Close	Veronica Burke Carol Foussat
19.30	Drinks and Dinner	CMDC



PART I: WHERE ARE WE NOW?

Module 2: Saturday 20th May 2017

Time	Subject	Tutor
09.00	Strategy: What capabilities do we have and what are required?	Cliff Bowman
10.30	Break	
10.45	Strategy: Group work and plenary	Cliff Bowman
12.00	Manager's Toolkit: Monkey management	Veronica Burke
12.30	Lunch (with conflict management session)	Veronica Burke
13.15	Performance management	Veronica Burke
14.15	Break	
14.30	Remuneration & Recruitment	Becky Boston & Jane Michel
16.45	Close of Module 2	Veronica Burke Carol Foussat



PART II: WHERE ARE WE GOING?

Module 3: Friday 9th June 2017

Time	Subject	Tutor
09.00	Counselling group meetings	Counsellors
11.00	Introduction to Module 3	Veronica Burke Carol Foussat
11.15	Marketing	Mike Meldrum
12.45	Lunch	
13.30	Scenario planning and risk	Andy Haworth
15.00	My personal destination	Yvonne Quinn
16.00	Break	
16.15	Counselling Group Meetings: Me: My Personal & Business Objectives	Counsellors
17.45	BGP Guest Entrepreneur	Oliver Gleave
18.30	Close	Veronica Burke Carol Foussat
19.30	Drinks and Dinner	CMDC



PART II: WHERE ARE WE GOING?

Module 3: Saturday 10th June 2017

Time	Subject	Tutor
08.00	Marketing in a digital world (optional)	Jonathan Wagstaffe
9.00	Customer advocacy (and how to get more)	Jerry Sandys
10.30	Break	
10.45	From sales enquiries to money	Jerry Sandys
13.00	Lunch	
13.30	Investment decisions	Andy Haworth
15.15	Break	
15.30	Vision, Mission and Values	Shailendra Vyakarnam
16.45	Close of Module 3	Veronica Burke Carol Foussat



PART III: HOW DO WE GET THERE?

Module 4: Friday 7th July 2017

Time	Subject	Tutor
09.00	Counselling group meetings	Counsellors
11.00	Introduction to Module 4	Veronica Burke Carol Foussat
11.15	Measuring success	Carol Foussat
13.15	Lunch	
14.00	Planning your cash	Andy Haworth
15.45	Programme photograph & break	Photograph outside (weather permitting)
16.00	Developing your organisation	Carol Foussat
17.30	BGP Guest Entrepreneur	Richard Salvage
18.30	Close	Veronica Burke Carol Foussat
19.30	Drinks and Dinner	CMDC



PART III: HOW DO WE GET THERE?

Module 4: Saturday 8th July 2017

Time	Subject	Tutor
08.00	Good tax choices (optional)	Ray Abercromby
09.00	Business planning	Stephanie Hussels
11.00	Break	
11.15	Your Business Strategy, Objectives and Priorities	Counselling Groups
12.45	Lunch	
13.30	Strategy: How to change	Alison Williams
15.00	Break	
15.15	Taking your story home	Veronica Burke Carol Foussat
16.45	Preparing for Business Plan Review day	Carol Foussat
17.00	Close of Module 4	Veronica Burke Carol Foussat

Dates for Your Diary

Business Plan Review Day: Friday 1st September 2017
100 Day Review: Friday 14th December 2017