



**STRATEGY
TO SUCCEED**
...two heads being
better than one



Developed specifically for GP Practice and Business managers and staff, these workshops are 90% funded by The Enhancement Fund, and cost just £16.50 plus VAT per person

Six individual workshops, each of **1 day duration**, delivered in interactive workshops of around 12 participants; small enough to meet individual need, large enough to promote effective peer learning. The workshops are designed to help Practice Managers improve their skills in the following areas:

1. Staff management, motivation, and development;
2. Financial control and management

You can choose one or more workshops from either category. The choice is yours, simply click on the link on this page to register your interest and we will send you a booking form.

1. Staff management, motivation, development

One day workshop:

Developing effective communication and influencing skills

One day workshop:

Using Performance Management effectively

One day workshop:

Tools and techniques for building a successful Team

2. Financial control and management

One day workshop:

Understanding and use of financial information and terminology

One day workshop:

How to monitor and evaluate financial performance and progress in your Practice

One day workshop:

Financial planning and the impact on business cases

[Click here to reserve your place](#)

Presenters



Sallyanne Reed



Helen Burke

Sallyanne has recently been working around the country helping cohorts of Managers develop the core skills to effectively manage the 'business side' of their GP Surgery or Health Centre. The workshops took a practical, pragmatic view of money matters and everyday people management.

Helen's recent projects include workshops for the NHS on understanding basic accounting, payment by results, creating a surplus and balancing cost control with achievement of targets. She has also been working with teams to improve the communication and interaction between clinicians and operational staff.



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A management development programme for busy GP Practice and Business Managers and their staff

Strategy to Succeed Ltd has a wealth of experience of delivering management training for senior managers and professionals. Our facilitators have substantial sector-specific knowledge and experience as well as considerable training experience, enabling them to deliver excellent training that will improve individual skills and the business performance of the Practice. This programme is delivered by Sallyanne Reed and Helen Burke, two of our most experienced trainers. We welcome the opportunity to visit individual Practices and explain the programme and its benefits in more detail, or to make a more formal presentation to groups of Practice Managers at area group meetings.

To find out more about this programme or to register to join one of our forthcoming cohorts please call us on **0113 887 6111**, email info@strategytosucceed.co.uk, or visit www.strategytosucceed.co.uk

Strategy to Succeed – successfully delivering top quality training, advice, and support to Yorkshire businesses.



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Our business is business development