

THE
HUGHES
COMPANY

MAXIMISING POTENTIAL

THE HUGHES COMPANY
HAS ESTABLISHED
ITSELF AS A TRAINING
PROVIDER WORKING
WITH TEAMS, MANAGERS
AND LEADERS WHO HAVE
A DESIRE TO IMPROVE
THEIR EFFECTIVENESS,
PERFORMANCE, ENJOYMENT
AND RESULTS.

TRAINING FOR ORGANISATIONS, LEADERS, MANAGERS AND THEIR TEAMS

The people, teams, managers and leaders we work with combine their attributes and knowledge with the skills, techniques and insight learned during our workshops, to significantly enhance their ability to deliver the outcomes of the organisation.

People who combine their knowledge with personal effectiveness maximise their performance and demonstrate the potential to achieve even greater results.

We are passionate about delivering training appropriate to the needs of the organisation and their desire to maximise the potential of their teams, managers and leaders.

The majority of our training is conducted through interactive workshops tailored to the specific needs of the organisation. We also deliver one on one coaching and mentoring and presentations at annual conferences and special events.

To discuss the training needs of your teams, managers, leaders or organisation, please contact The Hughes Company.

E-mail info@thehughescompany.co.uk

Phone +44 (0) 113 203 1348

Westone, Wellington St, Leeds LS1 1BA, UK

www.thehughescompany.co.uk

PERSONAL EFFECTIVENESS

Delegates will learn how to significantly improve the way they respond to the daily events they face and plan for the future. They will experience changing their thinking and behaviour to enhance their effectiveness and performance to achieve the outcomes of the organisation.

Suitable for all, irrespective of role, status or working environment.

TRAINING OBJECTIVES INCLUDE:

- How to harness the power of personal focus to drive results and self motivation
- How to align personal outcomes to the outcomes of the organisation
- Understanding how to shift negative mind talk that can inhibit personal effectiveness
- How to manage time more effectively to improve performance
- How creating a powerful meaning and purpose will help deliver the outcomes of the organisation
- Overcoming individual and team challenges to find solutions
- Understanding the boundaries of comfort zones and how to break them
- Understanding human needs and how this affects the behaviour of others and ourselves
- How applying the forces of pain and pleasure will enhance self motivation
- To create a code of living appropriate for how you want to appear to yourself and others
- Understand what can deplete and how to develop self esteem and confidence

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DEVELOPING ELITE TEAMS

To provide teams with the insight and framework to be able to motivate themselves, improve team relations and raise their performance so that the outcomes of the team achieve the outcomes of the business.

Suitable for all organisations who have recognised a need to train and develop their teams so they perform to their maximum potential whilst aligning them to the outcomes of the organisation.

TRAINING OBJECTIVES INCLUDE:

- Showing how individuals can change their thinking and behaviour to become an elite team member
- How to enhance the culture of a team to bring increased harmony and improved performance.
- How to build purpose to create sustainable drive within the team
- How understanding your own needs and those of the team will improve performance
- How running team building activities can be used to improve the harmony of the team
- How to create an elite team so that it is made of individuals' with high levels of self-motivation and performance

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DEVELOPING ELITE TEAM MANAGERS

To provide team managers with the insight and framework to be able to motivate team members, improve team relations and raise their performance so that the goals of the team achieve the outcomes of the business.

Suitable for all managers who want a better understanding of how to get the very best performance from people in a team working environment.

TRAINING OBJECTIVES INCLUDE:

- Understanding what is required to become an elite team manager
- How in understanding and enhancing the team dynamics you can consistently improve the team's performance
- How to create and then sustain performance and success
- How to manage time effectively to drive team performance
- How to plan successfully to achieve the desired outcome
- How learning to delegate and brief effectively will empower and develop the individual
- How to apply performance management to develop the individual and ensure a successful outcome
- How to manage and minimise stress whilst achieving results

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MAXIMISING LEADERSHIP

Leaders will have a deep insight into their leadership style, their strengths, limitations and what it takes to be an even more effective leader. Delegates will make a step change in their performance by bringing out the best in themselves to achieve the desired outcomes of the organisation.

Suitable for delegates who feel they may need to adapt and advance their leadership style to maximise the performance of their managers and teams to achieve their goals and the outcomes of the organisation.

TRAINING OBJECTIVES INCLUDE:

- How to create and articulate your vision throughout the organisation
- How to build and apply the strategy
- How to incorporate leadership characteristics which are appropriate to the leader and the organisation
- How learning to lead by example will create a powerful effect on the performance of managers
- How to communicate effectively throughout the organisation to create buy in from managers and their teams

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COMMUNICATION SKILLS

Delegates will learn how to develop their skills, techniques and mind-set to significantly improve the effectiveness of their communication in order to achieve the desired results.

Suitable for all individuals' whose effectiveness is important in the success of their sales, internal and external communication, meetings and presentations.

TRAINING OBJECTIVES INCLUDE:

- How to enhance questioning and listening skills
- How to overcome objections
- Understanding how to shift negative mind talk that can inhibit personal effectiveness and confidence in our communication
- How to gain buy in to achieve your outcomes
- How to create productive meetings to achieve the result in the time allocated
- How to create and deliver compelling presentations
- How to network and maximise the opportunities
- How to overcome call reluctance and call fear
- How to build rapport in order to establish a relationship
- How to develop a successful sales structure appropriate to the outcomes of your organisation

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PROGRESS IS NOT, LET'S
MAKE PROGRESS INEVITABLE.**

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