

Resilient companies understand that only talented employees with adaptable skill-sets can create value in an ever-changing marketplace...

Did you know that 92% of the fastest growing companies in the UK allow each employee an average of nine formal training days a year? It's true. Do you know how many training days the average company offers their employees? It's one every three years... Sad but true. Now think about where your company ranks.

Inside 'New Work Principles for a Radically Changing World' – 9 Powerful Ideas for Stakeholder Effectiveness in an Age of Uncertainty' Benson & Company founder and CEO Ben Benson outlines why; nine out of ten managers and supervisors do not have the necessary skills or knowledge to lead their people. *Why ninety percent of companies are unprepared for change and why seven out of ten employees are 'over managed and under-led.*

As this book points out; *'Revenue always follows resourcefulness. Specifically; individual, team and departmental resourcefulness. It's a correct principle. The biggest risk to your businesses ability to adapt and thrive does not come from the external, it comes from the internal. It's not always from the outside, it's often from within.'*

THE 9 POWERFUL IDEAS INCLUDE:

1. **Render Consistent Value** – *How the role of the 'CVO' is essential for growth*
2. **Stay in School** – *Why the L&D function is the only way to build sustainability*
3. **Speed Up – Move Faster** – *Why more, better, faster and different is needed today*
4. **Hold Yourself Responsible** – *The accountable manager vs. responsible manager*
5. **Commit to the Process** – *Why resourcefulness creates great companies*

And many more...

At Benson & Company we understand the core principles that grow people and companies and realise that we can only be as successful as the organisations that we serve. To this end, we recognise that we succeed only when our clients succeed and only by being integral to their success.



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ESSENTIAL MANAGEMENT GUIDES

NEW WORK PRINCIPLES FOR A

RADICALLY CHANGING WORLD

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STAKEHOLDER EFFECTIVENESS
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New Work Principles for a Radically Changing World
9 Powerful Ideas for Stakeholder Effectiveness in an Age of Uncertainty

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1. Business 2. Psychology

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There is a new shift that is currently occurring, a new and altogether different approach to what we have been used to. New technologies have been dissolving medium and large organisations for some time. Top management cannot run things the way they used to, even if they desperately want to. Competition for your job is coming from any and everywhere on the planet. The ability to adapt and live with uncertainty will be the number one skill of all successful companies today and well into the future. Most employees and business owners think they understand the situation, not realising that the situation has just changed. We must recognise that we only jeopardise our future when we hold on to old assumptions and patterns. The ability to change and change *rapidly* is the needed skill of the successful employee, entrepreneur and business owner now and in the future. The message is clear; start behaving like you're in business for yourself. Even if you work for somebody else, manage it like you own it. You must become an agent unto *yourself*.

The following 9 Powerful Principles outline the needed guidelines for managing businesses, career and yourself in an age of uncertainty and ambiguity. These non-negotiable traits are based on our training and consulting experience at Benson & Company for almost two decades. We hope that you enjoy and use these powerful distinctions.

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PRINCIPLE 5

COMMIT TO THE PROCESS

Goethe said; *“Until one is committed, there is hesitancy, the chance to draw back. Whatever you can do, or dream, you can do. Boldness has genius, power, and magic in it. Begin it now.”* Whilst some say there is discrepancy as to who actually wrote that quote, there is no question that it’s a very powerful one. Nonetheless based on experience, we have discovered that many entrepreneurs and leaders have trouble committing to the process. Naturally, there are different reasons why some are unable to commit, but the few reasons that appear to be the most prevalent are as follows:

1. HAVING TOO MANY PRIORITIES

While most business people can buy the idea of committing to the process and understand its importance, only a few actually commit fully because they become blind-sided with too many other things pulling them in different directions. Rather than

End of Sample

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The Indispensable Assistant
The Professional Receptionist
Assertiveness for Professional People
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High Impact Communication Skills
Professional Negotiation Skills
How to Manage Conflict & Confrontation

Finance & Accounting

Finance & Accounting for Non-Financial Managers
Financial Statement Analysis
How to Collect Accounts Receivable
How to Organize Accounts Payable
How to Develop a Budget
Personal Money Management

Sales & Account Management

An Introduction to Account Management
Selling Business to Business
Selling to Large Organizations
Telephone Sales

Human Resources

The HR & Personnel Assistant
Train the Trainer
Basics of Employment Law

Leadership & Influence

The Principles of Professional Leadership
Becoming an Effective Leader
How to be an Effective Manager or Supervisor
Managing & Dealing with Difficult People
Conflict Management for Professionals

Management & Supervisory

How to be an Effective Manager or Supervisor
Excelling as a Highly Effective Team Leader
Coaching & Team Building Skills of Managers
Assertiveness for Professional People
Excelling as a Manager or Supervisor
Dealing with Unacceptable Employee Behavior
Dealing with Difficult People

How to Manage Conflict & Confrontation
Essential Skills for First Time Managers & Supervisors

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Essential Facilities Management
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How to use Facebook for Business

Mastering Google Ad Words

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Understanding Innovation & Creativity

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Problem Solving for Managers

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With 27 training and development centres nationwide, we offer the option to present our leadership and management training programs both 'on-site' or at one of our training centres located throughout the UK.



We Guarantee Results. Always!

If you're not happy, neither are we. Our courses are guaranteed to give you 100% satisfaction. If you're not absolutely delighted with the results you achieve, write to us and we'll issue you a refund or arrange for you to attend another Benson & Company program without paying another penny. That's our guarantee!

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In-Company Training:

5 Great Reasons To Use Us!

In-House training can provide a cost effective solution for delivery of training of 5 or more delegates. We will provide materials including, workbooks, pre-course, self-study and quick reference guides for each delegate and a summary evaluation report following delivery.

In – Company Training & Development Solutions

Our deep experience and knowledge in creating learning solutions that meet individual, departmental, and organisational goals is unmatched. In fact it's been our mission for over 10 years. Our in – company training is the hassle-free way to realise all the benefits of staff, and executive development as well as an opportunity to customise any program to address the real needs of the group. Whatever the challenges that you may be facing, we have a number of proven solutions that allow you to realise the real potential of your people and your profits.

1. We have a Solution to Every Challenge

Regardless of whether it's a single course a year or a hundred courses we understand the challenges that you and your business faces. Our Training Consultants come with a minimum of 20 years experience and a deep understanding of your industry. Not only will your consultant be an expert in their subject area, but they also will have spent significant time working in your specific industry and will bring new and fresh insights to act upon.

2. Dynamic 'Real World' Advice that Works

Content rich, actionable and relevant are our watch words for any training that we deliver. Our highly skilled trainers are experts at adult learning and transferring skills and knowledge so that staff can apply their new tool into their work environment from the word 'go'.

3. Over 100 courses and a Proven Delivery Method

Our development skills training courses include everything from Assertiveness to Writing Skills and beyond. Whichever course that you choose, we guarantee that it will be information packed, relevant, and enjoyable. We understand that when learning is fun, the material is remembered and acted upon!

4. Cost Effective Training without the Hidden Costs

Our delivered training and development solutions will always provide your staff with more in value than we receive in price. There are no hidden costs and no 'extras.'

From pre planning to post evaluations and beyond we only charge a single amount that covers everything;

1. Pre-Planning
2. Development Needs Assessments
3. Tailoring and bespoke design
4. Delivery and delegate materials
5. Evaluations and post course
6. On-going coaching for group or individual

5. We Guarantee Results

Our training is designed to delight and inspire employees to act on new information, if however, we do not deliver on our promised results, the training will be on us. Unless you're 100% satisfied, there will be no course fee, because if you're not happy, we're not happy. Our courses are designed to be participative, interactive and engaging whilst also delivering current thinking and theory on the specific topic area. For more info on In-Company training solutions, please see our website at www.bensoncompany.co.uk

For a consultation to bring a Benson & Company development programme into your workplace

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