



About MTD Training

Online Brochure

Background



MTD, the management training specialists, has been working with a wide variety of clients (both large and small) in the UK and internationally since 2001.

Since that time we have delivered training in over 23 different countries to over 2,000 different organisations and have helped over 50,000 managers.

Our head offices are based in the Midlands where we have our very own training centre, including a multi-media suite that enables us to provide a full range of blended learning solutions including video, podcasts, e-learning and online support solutions.

We specialise in providing:

- In-house, tailor made management training courses (1-5 days duration)
- Open courses (Delivered throughout the UK at various locations)
- Management & leadership development programmes (From 5 days to 2 years)
- Blended learning solutions (online and offline)
- Corporate and executive coaching (With senior or middle managers)

Our team of highly skilled and experienced trainers and consultants have all had distinguished careers in senior management roles and bring with them a wealth of practical experience to each course. At MTD Training we will design and deliver a solution that suits your specific needs addressing the issues and requirements from your training brief that best fits your culture, learning style and ways of working.

Our Key Unique Selling Point

“Bespoke, practical and quality training delivered by a trainer experienced in your industry is a “given”. Where we really make a difference is how we help your managers to embed and implement the learning after the course. We offer industry leading post course support to make this happen so you get a real, tangible return on your investment”



Head Office:

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Website: www.m-t-d.co.uk

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Telephone: 0800 849 6732

MTD Have Worked With...

Credibility and trust are two important factors when selecting an external training partner as you will want to know that you are in safe hands. From multi-nationals through to the small business, no matter what your industry, size or complexity is, we have delivered training to over 2,000 different organisations and have helped over 50,000 managers that include:



The Modern Manager Of Today Needs To Be More Commercially Astute, Proactive, Creative, Inspiring, Motivating & Have Great Interpersonal & People Skills!

To be a successful manager and leader in the 21st Century requires a different set of skills than in previous times.

Never before have the demands been greater.

Being good at “The process” and the technical side of things is not good enough! Today, the modern manager needs to be more commercially astute, proactive, creative, inspiring, motivating and have great interpersonal and people skills.

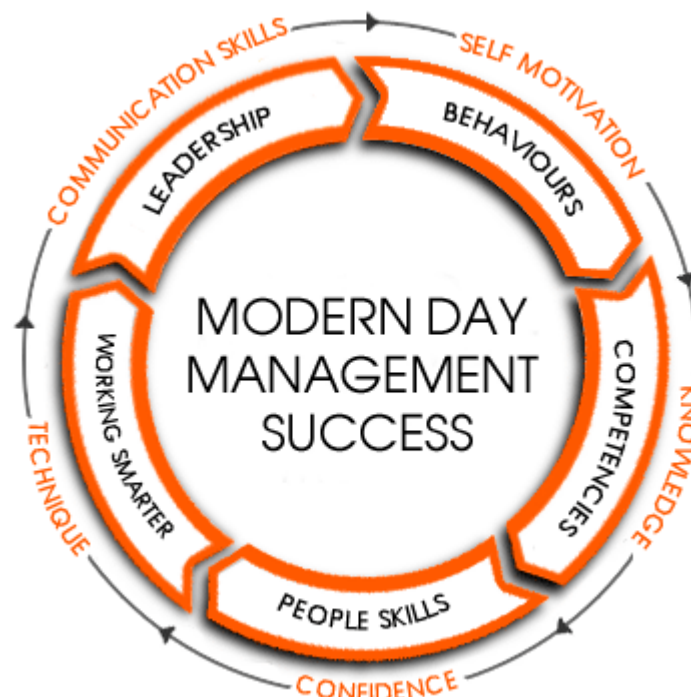
MTD have experience in working with companies to provide just that; we specialise in helping the manager to acquire the skills, behaviours and competencies to be able to drive performance through their teams in a motivating and empowering way.

Our experience has confirmed that, as management techniques have advanced rapidly, training and development of staff has had to change radically to match these advancements.

MTD have developed a unique offering in the market place – the ability to support the manager in the short, medium and long-term development of their own skills and attitudes by a mixture of workshop environments, a blended approach to learning and continuous support by email and the telephone.

Our approach is based upon the assumption that your managers learn best by doing, rather than just seeing and hearing.

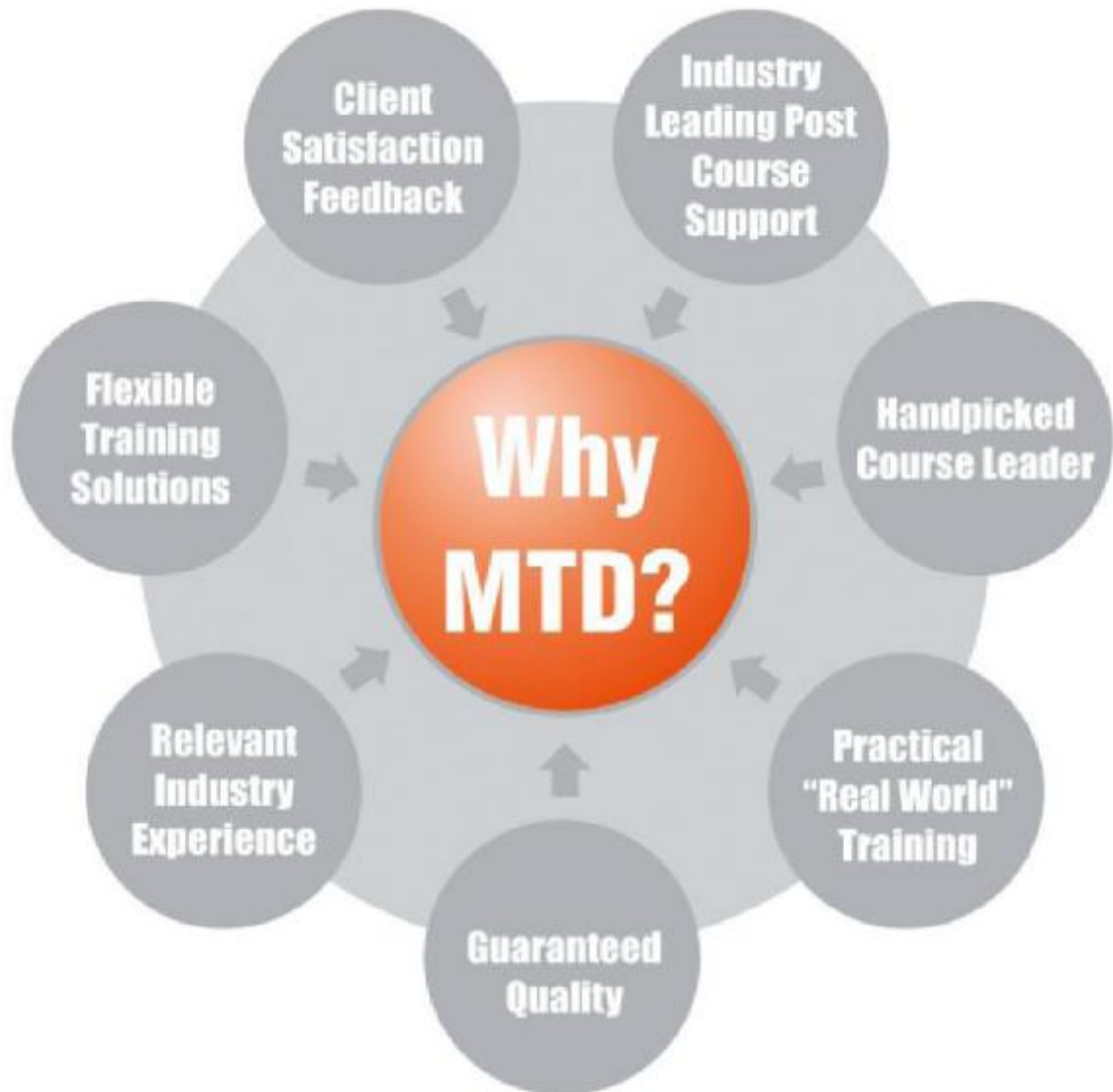
From attending our programmes and experiencing our new, fresh and innovative approach to management training, each manager will go away with a tool kit of effective management and leadership skills that will enable them to improve their own performance and get them into good habits.



Why Do Companies Choose MTD?

Selecting a training provider can be a daunting experience as you've got to cut through the fog of company brochures and unique selling propositions and then you've got to determine whether they are a good fit for your company and if they will really make a difference to your business!

Here are the main reasons why our existing clients chose MTD over all others:



Why MTD?

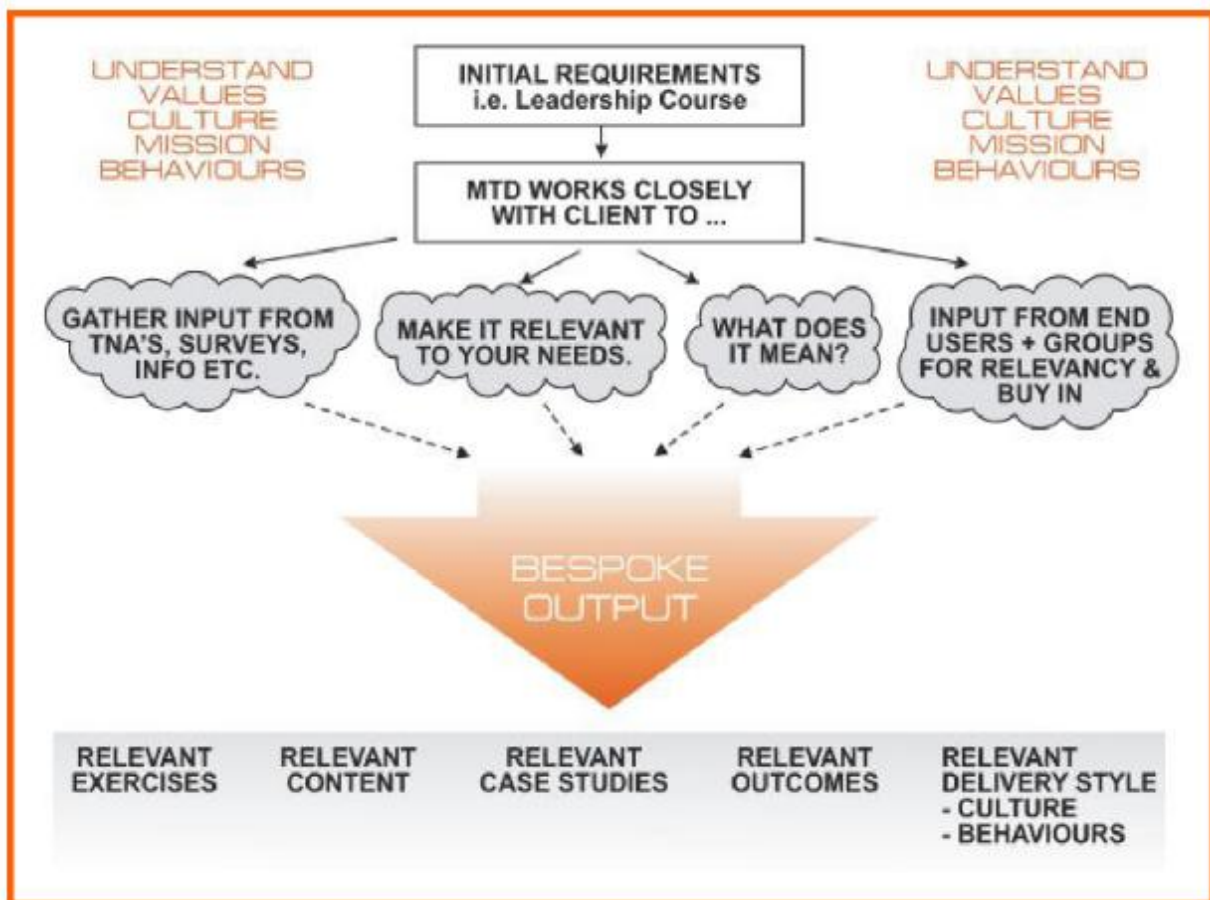
Practical “Real World” Training

Your staff will not be bored with lecture like sessions!

Our training is very practical and focused on real world situations and topics that your managers face on a day to day basis. Before the training we’ll gather a lot of information and feedback from you and your managers for specifics on particular scenarios so the content, materials, discussions and activities are 100% relevant!

We appreciate that it’s the application of the learning that’s vital so as well as covering the techniques we always cover what your managers should do to actually put it into practice when they get back to work. We will not simply just deliver an “off the shelf” solution.

It’s important that we get to know your business, how it operates and its culture. We will want to understand where you’re heading and the current business drivers to input into the training. The keyword with all of this is “relevancy”. Everything has to be relevant to your objectives, your company and industry as a whole.





Unrivalled Industry Leading Post Course Support

It's a complete waste of time and money if your managers come back to work, say "It was a great 2 days" and then do nothing about it and make no changes to the way that they are managing and leading their teams.

The embedding of the learning back in the workplace is the ultimate yardstick as to whether the training will be a success or not. Here at MTD we understand this and we make the embedding of the learning a key theme all throughout the training that your managers will receive.

Pre-Course Questionnaire Sent To All Managers

All of your managers will receive pre-programme questionnaires so they can have an input into the training. The questionnaire looks at strengths and areas for development and also asks for any particular scenarios that the manager would like specific help with. This also helps with "buy in" too

Unlimited Lifetime Email Support, Unlimited Lifetime Telephone Support & Unlimited Lifetime Access To Our Online Management Academy

Each of your managers will receive a unique MTD Lifetime Membership Card which gives them a login and password to our Management Academy which has over 6 hours worth of online training sessions.

Your managers can also email or call us for any help whatsoever as they apply the training.

Our MTD Management Academy has 12 different topics such as performance management, delegation skills, emotional intelligence, team building, change management and communication skills.

The sessions are short, punchy and focused on real world practical techniques.

The Academy also has a forum where your managers can discuss the challenges that they face with other managers.



Ongoing Weekly Management Email Tips

Each week your managers will receive a management tip delivered straight to their inbox. The email will contain a short tip to help them become more effective in their role. They can also reply to the tip with comments, questions etc and we will get back to them.

Topics for the tips include coaching, leadership, time management, communication skills, change management, managing time etc

Feedback Report To The Sponsor – Scores, Graphs, Comments

At the end of the programme we will ask your managers for feedback in terms of the design, the content and the delivery of the programme.

We will collate all of the feedback and send this to you to include scores, graphs, comments from the delegates and how they are going to implement the learning.



Flexible Training Solutions

All of our solutions are designed and delivered around your exact requirements.

We will take your initial brief and instead of delivering an off the shelf solution, all of the training will be geared around the outcomes, behaviours and the skills that you would like your managers to improve.

As part of your programme we can also use a blended approach to training if it's right for your programme and company.

We can design and record videos, e-learning modules, podcasts, webinars, tele-seminars – you name it! Our multi-media suite is geared up for a complete blended variety of learning approaches that will provide variety and flexibility.

What we offer goes way beyond that of just providing courses. In addition to all of the blended learning options mentioned above, we also offer 360° feedback questionnaires, personality assessments, simulations, coaching, role plays using actors, video play back, a full administration function that includes delegate bookings, sending joining information etc



Relevant Industry Experience & Handpicked Course Leader

There is nothing worse than a trainer who “loses the group” because of their lack of knowledge and experience of your industry.

There are **3 vital qualities** in our trainers that will give them instant “street credibility” with your managers.

Firstly, all of our trainers *have been senior managers* in previous lives. We feel that this is very important as the trainer can relate to the pressures and the challenges that your managers are facing now and in the future.

Secondly, your trainer will have had **experience of your industry**. We do not simply select a trainer that is available. We will match the right trainer to the right industry who can speak your “lingo” and knows the challenges that your industry faces.

Finally, the **trainer’s style has to be right**. That’s why we make sure that you get to meet the trainer very early on in our discussions.

Guaranteed Quality

We are an **ISO 9001** certified training provider. That means that we regularly have all of our processes, quality standards and material audited to achieve our accredited status.

This gives you the peace of mind about the quality and consistency on the services that we provide.

We are also an **ILM Centre (Institute Of Leadership & Management)**

Quality accreditations aside, we **guarantee the work that we do**.

We believe that there should be no risk on you whatsoever to select MTD and we also believe in the solutions that we offer so much that here’s our **risk free promise** to you:

“Select MTD to help you with your training programme and if for any reason whatsoever you are not 100% happy with what we have done then you will not pay a penny”

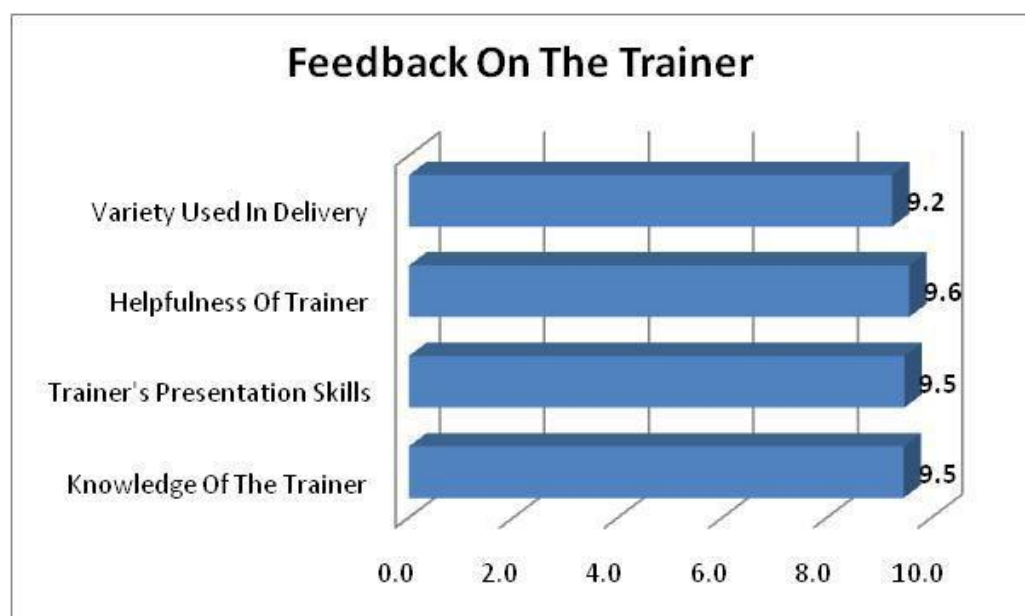
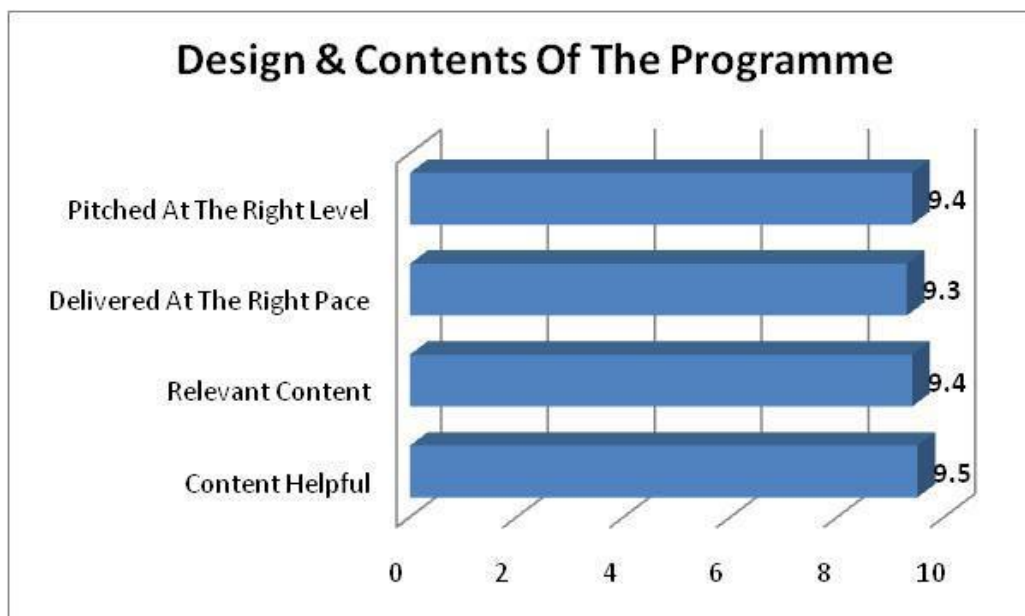
We have actually made our risk free promise a part of our terms and conditions of doing business with you.



Client Satisfaction Feedback

You're only as good as your last course and we take client satisfaction very seriously here at MTD to maintain the very high standards that we set ourselves.

We have collated all of the feedback that we have received in 2011 and the results are below in terms of the design and contents of the programme as well as feedback on the trainer.



Client Comments



"If I was to summarise why you should seriously consider using MTD it would be very simple.....they were there for us from day one, they listened to what we wanted, made sure that it was what we needed and delivered to a very high standard"

**Lesley Callister – Programme Manager
Friends Provident International**



"I chose MTD as one of our training partners because they really give you the personal touch with their training and it is all centred on the needs of our business and the specific needs of our colleagues. The first thing that struck me was the relationship side of things"

**Gillian Ince - Training & Resourcing Manager -
Claire's Accessories UK**



"Delivers. That is the one word that sums up Sean McPheat and MTD. On time, beyond expectations, at short notice and without fail. Challenging our thinking and working as a business partner who wants our business to succeed. Someone you can bounce ideas around with and who isn't afraid to give ideas and suggestions"

**Carrie Foster –Learning & Development Consultant
Aggreko**



"The training was excellent and has made a considerable difference to our team. It has given them such a better awareness of what they are able to do to become more effective managers. The training was without fault. We're delighted with the whole experience and look forward to doing more business with you in the future"

**John Uphill – Managing Director
Creativevents**



"The course was exceptional. What I liked about it was that it was very good information, funny, affirming (as individuals and as a group), practical and has benefits far beyond the content. The facilitation was excellent. Thanks for all this. You guys are exceptional and it was great being on the course"

**Susan Grant – Manager
Duni Group**



"The training was excellent. It was very practical and completely hit the mark in terms of the content. The exercises and the case studies were very real and we could all apply the learning to the situations that we face"

**Amanda Cook – Trainer & Consultant
VMware**