



Professional Training for Universities, Schools & Colleges

Management, Sales & Marketing, Customer Care,
Finance & Planning and Personal Development

Used by over 40% of FTSE 100 companies



Practical Training for Professionals

www.ptp.co.uk



Why do Universities, Schools and Colleges choose PTP for their Training?



PTP is one of the UK's leading training companies offering quality and inspirational training throughout the UK. It has worked with a significant number of clients within Universities, Schools and Colleges and lists Bridgemary Community School, Leeds University Business School, Loughborough University, Oldham College, University of Luton and Worthing High School among its client portfolio.

Universities, Schools and Colleges choose PTP for training because of their pedigree. PTP provide high quality training, delivered via small groups, allowing practical and enjoyable

sessions which aim to be 100% relevant and beneficial to every delegate's professional life. All groups, whether public or in-house, are limited to a maximum of ten attendees to ensure the full involvement and interaction of all delegates.

Our training for education professionals is designed to motivate and stimulate them as well as provide vital additional skills and competences which they can implement immediately and which have a positive impact on how they work. All PTP's courses have been approved for CPD (Continuous Professional Development) by the Law Society.

Delegates within the education profession will also benefit from PTP using only the most talented of training consultants. They undergo the most rigorous of selection procedures to be part of our elite team – which even includes training PTP's own MD! Our consultants are chosen from hundreds of applicants every year for their passion and enjoyment of the subjects they are delivering as well as their excellent business skills and impressive track records.

A winning combination of stimulating training programmes and the best trainers in the country means we have an impressive client list including Airbus UK, Coca Cola, Nokia, The Ombudsman Service, Panasonic and Deloitte. In fact over 40% of FTSE 100 companies use PTP for their training needs.

Our Experience within Universities, Schools & Colleges

Since its inception in 1991, PTP has worked closely with professional people working in Universities, Schools and Colleges to help enhance their skills across all business areas.

Clients include:

- Association of Colleges
- Bridgemary Community School
- General Teaching Council
- Leeds University Business School
- Loughborough University
- Northumbria & Sunderland Colleges
- Nottingham Trent University
- Oldham College
- University of East London
- University of Luton
- Worcester College of Technology
- Worthing High School

A Practical Example: Carshalton College

Carshalton College is a dynamic and forwarding thinking college based in the London Borough of Sutton. It offers a huge range of subjects including arts and media, engineering, healthcare, IT, Leisure, business and professional and Higher Education qualifications.

To run the 'Professional Sales Programme 2004' - a multi-tied approach to addressing the training needs of individuals with different levels of experience. Delegates ranged from owner managers of local companies to unemployed people. The programme was supported by grants from the European Social Fund. The programme included the following elements:

- Key Selling Skills
- More Advanced Selling Skills
- Negotiation Skills
- Finance For Non-Finance Managers
- Customer Relationship Management

Positive delegate feedback:

- “Excellent day.” “Great, an eye opener and a confidence boost.”
- “Very well presented and informative.” “Met the needs of all delegates.”
- “Have attended masses of sales courses but not yet met a coach with more enthusiasm”

Your Training Options

PTP offer some of the best value for money training on the market today providing the flexibility to ensure its programmes suit the needs, budgets and time restrictions of their clients.

To this end it offers four training options:

- In-house training package for up to 10 delegates
- Small group public courses held at major towns and cities across the UK
- U-Choose – with a minimum of two delegates you can choose a venue, date and training programme specifically to suit you
- 1-2-1 Training and 1-2-1 Director Training – individual training at your work premises

Companies and individuals can choose from over 150 programmes in the core subjects of Management, Sales and Marketing, Finance and Planning, Customer Care and Personal Development. All our programmes can be tailored to meet the specific needs of our clients and training involves using delegates' own real work situations rather than using hypothetical situations. This gives more meaning and relevance to the training.

All training packages include:

- A top UK training consultant
- Fully comprehensive training course manuals for every delegate
- Framed certificate of attendance for every delegate
- A delegate evaluation form
- An action plan allowing for follow up actions and targets to be monitored

In-house programmes additionally offer:

- An option to choose the trainer who you believe will best suit your needs
- A pre-training conference call with the training consultant to ensure the programme content matches your requirements
- Use of your company logo on all material
- All mainland UK travel and accommodation for the training consultant included in the cost so no hidden extras

“This course was a great opportunity to highlight the importance of training within the sales environment, particularly as we were able to support it with externally verified qualifications. We were delighted with the uptake of the programme which benefited everyone regardless of their level of experience.”

Marie Palmer

Corporate Contract Manager, Carshalton College

How to Book

Call our sales team on **0845 660 3860** to discuss how we can help you meet your training needs for education professionals or visit **www.ptp.co.uk**

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