



Courses taking place  
in October – see back  
cover for details

# EFFECTIVE PEOPLE MANAGEMENT COURSE

The ability to  
manage people  
can make or  
break a business

A two-day course  
to help build the  
skills needed to  
run an effective,  
efficient team

*"How you manage people is a key factor in making a business run well, and I wanted to improve my skills. I really enjoyed the course and got a lot out of it!"*

Richard Beattie - dairy farmer and course delegate

# Why should I attend?

Improving people management skills is frequently mentioned by our clients as an area where support is required - this bespoke course has been developed in response to this need.

## Why is staff management important?

Whilst wages are an important factor for employees, it is the way people are managed that is more likely to ultimately impact how long they stay, and how much they contribute to your business. Motivating staff not only provides individuals with job satisfaction but creates a team that will work together to help a business to achieve its objectives. Agricultural businesses have arguably fallen behind in the areas of staff management and training, due to the small teams involved and the involvement of family members within these teams.

### What's involved?

It will be delivered in two modules - one in 2018 and another in 2019. It would be beneficial to attend both parts of the course but it is not compulsory.

The courses will run from 10am on the first day to 15.00 on the second day, including an overnight stay. The cost of the first course is £450 plus VAT, per person, to include accommodation, meals, refreshments and conference facilities.

Attendees will undertake a series of interactive discussions and exercises designed to build an understanding of themselves and individuals within their team.

### Delegate testimonial:

#### Barbara Bradley

*Brimham Hall Farm, Yorkshire Dales*

"I went on the course to improve my leadership skills and develop tools to better manage my staff. The things I learnt are definitely going to help me improve as a manager."

### Delegate testimonial:

#### James Garbutt

*Middle Farm, North Yorkshire*

"The course was a really good and I learned a lot about myself as a manager. Learning how to match people to roles according to their personality type will be very useful helping to get the best out of people back on the farm."

### **This course:**

- ✓ Has been designed to be applicable to everyone who is working in a team whether that is employed staff, family members or a combination of both.
- ✓ Is bespoke for dairy farmers and has been specifically designed to meet the needs of this sector.
- ✓ Will equip attendees with the confidence and skill set to deal with challenging people and situations.

### **The Effective People Management course will help participants to:**



Delegates will leave the course with the skills and knowledge to understand their own management style. They will be able to use skills learned on the course to work effectively with others in a team and when dealing with conflict or challenging situations. Delegates will be able to write a job description, run an appraisal meeting, a family or business meeting and feel confident in delegation. The skills gained on this course will be applicable to anyone working in a team, whether that is working with family, staff or with stakeholders.

# Upcoming Course Dates – Autumn 2018

## Preston area

Thursday 4 October to  
Friday 5 October

## Coventry area

Tuesday 9 October to  
Wednesday 10 October

*Dates  
or locations  
not convenient?  
Please contact Jane and  
register your interest for  
any future dates.*



Each course runs from 10.00am on day one to 15.00 on day two, with an overnight stay.

To sign up to one of the above courses please contact Jane Johnstone on **01902 859969** or email [jane.johnstone@kiteconsulting.com](mailto:jane.johnstone@kiteconsulting.com)

*I need new ideas  
to motivate my  
herdperson*

*How do I tell Dad  
we should do this  
differently?*

*Why don't  
they follow my  
instructions?*

*Why are they  
always arguing  
about stuff?*

