

Leeds Trinity University – Export and Innovation

Title of Proposed Course	Business Finance for Beginners
CourseContent	Learn the basics of business accounts, finance, invoices, and all essentials for running a business
Course delivery method	Online
Duration	this course is delivered over 2 half day sessions
What are the perceived business benefits of the proposed training and what are the outcomes for the business	Improved productivity in managing business finance.
Target group of participants/Who should attend	SME owners, department managers, budget holders.
Is there opportunity for delivery to be flexible dependent upon the needs of individual learner/employer	An additional work based project can be developed to enable learning to be applied in the workplace.

Title of Proposed Course	Advancing Sales Techniques
CourseContent	Sales strategies, to improve return on investment from sales activity. Key theories & techniques to improve sales skills
Course delivery method	Online
Duration	this course is delivered over 2 half day sessions
What are the perceived business benefits of the proposed training and what are the outcomes for the business	Improved productivity of sales functions
Target group of participants/Who should attend	Sales executives, Account managers, Sales managers,
Is there opportunity for delivery to be flexible dependent upon the needs of individual learner/employer	An additional work based project can be developed to enable learning to be applied in the workplace.

Title of Proposed Course	Supply Chain Fundamentals
CourseContent	Techniques & theories in: Forecasting Optimisation Planning & Scheduling
Course delivery method	Online
Duration	this course is delivered over 2 half day sessions
What are the perceived business benefits of the proposed training and what are the outcomes for the business	Improved Supply chain skills
Target group of participants/Who should attend	Warehousing managers, planning & scheduling, Logistics employees
Is there opportunity for delivery to be flexible dependent upon the needs of individual learner/employer	An additional work based project can be developed to enable learning to be applied in the workplace.