



# TRAINING matters

Visit our website for further  
information on all of our  
training courses:

[www.weaf.co.uk/courses](http://www.weaf.co.uk/courses)

Or pick up the phone  
and contact us.

Supported by:



South West RDA



<b>Improve Sales Performance Using Lean Techniques</b> Introduce your sales and marketing team to lean thinking and improve productivity.	<b>8 Sept</b>
<b>Great Appraisals!</b> Engage people through good appraisals and have a significant impact on their future performance.	<b>9 Sept</b>
<b>Business Collaboration using Information Systems</b> Explore how online information systems can keep your business connected with the supply chain anywhere in the world.	<b>15 Sept</b>
<b>Winning New Business in Difficult Trading Conditions</b> Introduce basic selling skills to technical employees enabling them to be more proficient at interacting with potential and existing customers.	<b>17 Sept</b>
<b>OEE &amp; Introduction to Six Sigma</b> Analyse and improve your overall equipment effectiveness (OEE) and understand how to implement an improvement process that could immediately impact on your business.	<b>6 Oct</b>
<b>Managing Working Relationships</b> Understand the essential behaviours required to ensure working relationships remain positive and support high performance.	<b>8 Oct</b>
<b>Understanding the Voice of your Customers</b> Learn to recognise what your customers really value and, as a result, improve your product and service offerings in line with their specific needs.	<b>15 Oct</b>
<b>Strategic Marketing Masterclass</b> Learn how to make your marketing strategic and achieve the competitive advantage.	<b>20 Oct</b>
<b>Supply Chain Effectiveness</b> Achieve your business plan targets with a dedicated Sales & Operations Plan.	<b>22 Oct</b>

<b>AS/EN9100:2009 Foundation Course</b> Enhance your auditing skills with this two-day course. <b>NB: Different pricing structure applies to this industry specific course – see website for details</b>	<b>28-29 Oct</b>
<b>Value Stream Mapping</b> Learn to identify and reduce waste and ensure continuous improvement ideas are implemented effectively to boost business.	<b>2 Nov</b>
<b>How to Increase Profits through Better Management of Stock</b> Discover how the correct use of inventory can ensure modern day supply chains maintain flexibility to deliver robust lower cost service.	<b>5 Nov</b>
<b>Change Management</b> Ensure powerful, effective performance during times of transition through the application of successful skills and techniques.	<b>10 Nov</b>
<b>Level Scheduling (half day)</b> Understand how the application of a level schedule can lead to radically improved efficiencies.	<b>10 Dec</b>

**To help companies fully understand the key themes necessary to become more competitive, WEAF has teamed up with external providers to bring you a programme of cost effective training to help you plan for your company's future.**

**Course Fees:**

<b>SC21 Signatory:</b>	<b>£37.50 + VAT</b>
<b>WEAF Member:</b>	<b>£62.50 + VAT</b>
<b>Non Member:</b>	<b>£87.50 + VAT</b>

**Regional funding received to reduce training workshops by 50% of the original price**