

## ACCESS from Phoenix – a new way of learning

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One of the most significant and potentially game changing bi-products of lockdown, working from home and social distancing is that L&D is being pushed to the very place it needs to be and has needed to be for many years - the heart of the workplace.

Building on this significant change, Phoenix are delighted to introduce their ACCESS learning service which is founded on four key principles:

### **Whatever**

We can provide support and guidance on a comprehensive range of subjects including all areas of leadership and management, sales, and personal development (see over for specific examples).

### **Wherever**

Crucially, all our learning is now delivered directly to wherever you or your team members are located. With no need to travel to a training venue, we share our expertise where it's needed most - to your home, office, laptop or mobile – utilising the very latest technologies to make it the best possible experience.

### **Whenever**

We recognise that flexibility and timing is essential, so we will work with you only when it is totally convenient and when it will have the biggest impact. Early in the morning, evenings, just before a big presentation or a team member's virtual appraisal – it's entirely up to you. No more looking months ahead for available dates in the diary - just timely, targeted support.

### **However**

Whether you're looking to develop an individual or a group, we will identify the most appropriate solution. Options include one hour 'zoom' workshops, e-learning combined with coaching sessions, or something more substantial delivered to a small group over several weeks. Whatever we decide, it will always be blended, innovative, tailored to organisational objectives and delivered in a format that gets results.

**'L&D has officially left the building'**



## Areas of expertise

We have increased our virtual offering and can now deliver nearly everything that we used to run in a traditional face to face format. Retaining our results-focused, practical philosophy, here are a selection of our most popular sessions:

**Leadership & Management** - Essential Management Skills, Leadership Fundamentals with SLII, Feedback & Handling Difficult Conversations, Coaching Masterclass, Leading and Managing Performance, Impact & Influence, Remote Management, Building and Maintaining Motivation, Leading through Change.

**Personal Development** - Virtual Presentation Skills, Self-Leadership, Accountability and Responsibility, Planning and Prioritisation, Communicating with Confidence, Effective Virtual Meetings, Understanding and Working with Different People.

**Sales** - Sales through Service, Strategic Account Development, Selling in a Virtual World, Social Selling, Negotiation Skills.

## Costings

A single hour of development for up to six participants is available for just £400. However, discounts are available to those clients who have a broader range of requirements and can commit to one of following packages:

20 hours per year – 5% discount making an hourly cost of £380

30 hours per year – 10% discount making an hourly cost of £360

50 hours per year – 20% discount making an hourly cost of £320

Please note that other optional online tools and assessments will be charged as follows:

PROMOTE – online learning transfer platform – £50 per participant

E-learning modules - £25 per participant

SLII Assessment - £75 per participant

Prism Profile – £50 per participant

