



Our Approach

Knowledge building is a priority for us at Ashford and McGuire Consulting; it is the foundation of our expertise. We ensure that deployed training aligns with the learning and development needs of our clients. We have end to end solutions to ensure that all learning is impactful for both participants and participating organization.

Our learning and development solutions are structured as follows:

Pre-learning Assessment

This exercise allows us to meet with participants and organizations, thereby creating an avenue to understand the knowledge, capacity, experience, challenges and goals of participants. This is achieved through knowledge test and customized questionnaires.

In-sessions

Our workshops are a blend of theory and practice. Real workplace scenarios are incorporated into the workshops. Our method of delivery is anchored on case studies, role plays, practical work, experience sharing and readings. Our faculty members are qualified professionals who have worked many years in the facilitated fields. This is a plus for participants in gaining practical and innovative approaches on how to perform their tasks.

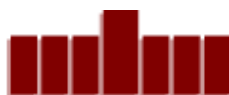
Evaluation

This is conducted to help identify if gaps noticed at the pre-learning assessment stage has been filled. Participants are made to relay their thoughts about the programme and how it has contributed to their knowledge base.

Post Delivery

We present training reports to participating organizations. This report contains observations and recommendation on possible intervention.

We also monitor to ensure that training goes beyond the training room and is put to work. Mode of measurement is pre agreed for conduct of periodic measurement and monitoring.



Ashford and McGuire Consulting

2009 Open Trainings' Calendar

Programme Theme	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Fee/Participant
Business Writing Skills					16-17					3-4	N70, 000
Developing Effective Communication Skills		23-24					17-18				N80, 000
Initiating and Deploying a Balanced Scorecard			7-8					22-23			N80, 000
Effective Training Needs Assessment & Measurement				25-26			10-11				N70, 000
Establishing Performance Measurement System				11-12					19-20		N70, 000
Strategic Manpower Planning			14-15				24-25				N75, 000
Key Account Management for Pharmaceutical Sales Representatives	26-27					6-7					
Sales Negotiation Skills		16-17			9-10						N75, 000
Stress & Wellbeing Management				18-19				8-9			N80, 000
Market Intelligence for Sales Managers	12-13					13-14					N85, 000
Fundamental and Technical Analysis for Capital Market Operators					30-31				5-6		N85, 000

Available Fee Discounts

- ✚ 5% for payments made at least one week before commencement of workshop
- ✚ 5% for 2 – 4 participants nominated on one workshop
- ✚ 10% for 5 or more participants nominated on one workshop

NB: All discounts are independent of each other

For Registration or Further Details

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