

THE BERRY GROUP
Board and Management Consultants

PERFORMANCE ENHANCEMENT
Team Workshops and one-to-one Coaching

Outcomes:

We achieve improved performance for our Clients by transferring skills and setting up a framework where participants make a commitment to their Manager to implement improved processes.

Our areas of expertise include:

SALES / MARKETING /SERVICE

Professional selling (basic & advanced)
Total customer satisfaction
Total Quality Management
Sales Management
Presentation skills
Marketing
Product Planning
Territory Analysis
Sales forecasting

MANAGEMENT DEVELOPMENT

Strategic Planning
Executive development program
Team building
Time Management
Management by objectives
Motivation and Leadership
Supervisory skills (basic & advanced)
Effective meetings
Change Management
Total Quality Management/
Continuous Improvement
Negotiation skills
New ideas on communications
Understanding personalities
Career management
Performance management

CONSULTING SKILLS

The Consulting Process
Fit the Consulting Process to your environment
Selling and marketing Consulting
The economics of Consulting
Pricing Consulting
Managing the Consulting Process
Recruit, Train and Manage Consultants
Risk Management

HUMAN RESOURCE

Management
Organisation design
Job design
Performance appraisal
Recruiting
Retention
Interviewing
Induction
Counselling
Discipline interviewing
Career Counselling
Remuneration

INSTRUCTOR DEVELOPMENT

Coaching skills
Training skills
Course design
Presentation skills
Training needs analysis
Corporate planning and training strategy

THE BERRY GROUP Pty Limited

A.B.N. 78 086 118 943

P.O. Box R253 Royal Exchange NSW 1225 Australia

Telephone +61 411 114 170 Email geoff@theberrygroup.com.au

Skype [the.berry.group](https://www.skype.com/en/contacts/group/the.berry.group)

www.theberrygroup.com.au

www.over50s-careers.com.au