

Case Studies- Phoenix One Consultancy Ltd

NEURO LINGUISTIC PROGRAMMING (NLP) COURSE MIDLANDS BASED UNIVERSITY

Phoenix One Delivered introduction to NLP to students who were in their final year of a Masters in Global Entrepreneurship. The course was to enable them to enhance their study skills for their forthcoming dissertation and for the work they were to complete after graduation. Using the skills gained from the workshop the students were able to not only adapt them for their exams but use them in everyday life

BESPOKE SOFT SKILLS TRAINING PROGRAMME LOCAL AUTHORITY

Phoenix were brought in to deliver a minute taking course, after experiencing our training offer it quickly grew into a programme of development to include Mindfulness and NLP to support their day to day operations. As a result of our training intervention the customers staff have improved their productivity and developed new ways of working. They have practiced this with their customers and have modelled the behaviours across the wider organisation, adding value through peer to peer learning.

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PROJECT MANAGEMENT: BUSINESS CHANGE TWO LONDON BOROUGH

The customer was dividing into 3 separate shared service centres. As Principal Consultant undertook an ROI evaluation to identify targeted L&D requirements. Project managed initial L&D assessment; designed targeted survey methodologies including focus group, "survey monkey" (across 4,000 staff) and telephone; guided matrix management of personnel; and created detailed analysis report based on statistical key business information. Succeeded in providing measurable data to enable a learning culture which supported blended training methodologies.

ONE TO ONE EXECUTIVE COACHING AND MENTORING GLOBAL MANUFACTURING BUSINESS

Donna's expertise in Learning & Development is second to none. Her creative thinking and ability to come up with interactive, innovative training interventions on a variety of subjects is fabulous. I have really valued the wealth of knowledge and experience she has been able to bring on areas including effective management & leadership tools and techniques, building high performing teams, coaching and apprenticeships. pro

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BUSINESS DEVELOPMENT CONSULTANCY AND NEW BUSINESS PROJECT MANAGEMENT SMALL LOCAL BUSINESS

The customer required a refocus and reprioritisation of business needs. As Principal Consultant at Phoenix worked with Director to help revitalise the business and gain funding. Advised on resource prioritisation and wider growth strategies; aligned available resources with suitable tenders; prepared bids; delivered pitches to secure funding opportunities; and facilitated "train-the-trainer" sessions to enable delivery on newly acquired projects. Succeeded in winning 2 successful funding bids worth £50k to this small business.

SET UP INTERNAL COACHING PROGRAMME SAVING £100,000 HOUSING ASSOCIATION

Midland Heart had no formal coaching processes or access to coaches for staff. As Talent Development Business Partner, set up a business-wide internal coaching programme. Established focus groups; costed/scoped coaching development programme; gained support/funding of SMT; identified train-the-trainer provider; set up coaching agreements; and managed programme deliverables/KPIs. Succeeded in enabling 40 staff to gain coaching qualifications with 480 coaching sessions in year 1, saving £100k in external coaching costs.