

### COURSE WATCH



#### **BREAKTHROUGH STRATEGIC THINKING**

**Run by:** Cranfield School of Management

**Cost and length:** Two days residential and a one-day review workshop. £2,340 + VAT

**Aimed at:** Middle and senior managers who are facing bigger responsibilities, for example, because of restructuring or recent job moves. Recently-promoted senior managers and managers who aspire to more senior roles.

**What you learn:** The course organisers promise to demystify strategic thinking and to explain how it can help you to manage more effectively.

**Course organiser's comment:** "Managers get drawn into managing smaller and smaller issues and they need help to get out of these rabbit holes and see the bigger picture. They are managing the wrong things instead of developing what I call 'cunning plans'. I try to use a lot of *Blackadder* concepts and case studies to make the course fun."

*Dr Tony Grundy, course director*

**Next course:** June 13-15. Review September 9.

**Further information:** [www.som.cranfield.ac.uk](http://www.som.cranfield.ac.uk)

#### **SIX DEGREES OF SEPARATION: THE ART AND SCIENCE OF EFFECTIVE NETWORKING**

**Run by:** Management Advantage Ltd

**Cost and length:** £285 + VAT for one day

**Aimed at:** Anyone who wants to improve their networking skills.

**What you learn:** "Networking is not just about saying: 'Hello, I'm interesting, now do me a favour.' You learn that it's about building long-term relationships, it's about data management and follow-up. We do look at how to walk into a room full of strangers and how to make the best of one's self but it is not a course aimed at helping you to 'work a room'."

*Judith Perle, course leader*

**Alumna's verdict:** "The course involved a high level of group discussion, which enabled participants to share experiences and immediately apply the concepts introduced through role-play. A truly fantastic course."

*Andrew Nagberi, assistant vice-president, Credit Suisse First Boston*

**Next course:** June 16 and October 2

**Further information:** [www.manadvan.com](http://www.manadvan.com)

*Have you been on a recent training course? Share your experiences — positive or negative — with other readers. E-mail [career@thetimes.co.uk](mailto:career@thetimes.co.uk) or write to Career, The Times, 1 Pennington Street, London E98 1TT*