

### Manufacturing Growth Programme - Interventions in Scope

| Business strategy  | Finance   | Leadership & management   | Customer relationships   | Supplier relationships   | Products & services innovation / R & D  | People & resources  | Productivity & capacity   |
|--|---|---|--|--|---|---|---|
| <ul style="list-style-type: none"> <li>•Developing the vision</li> <li>•Developing a strategy for growth</li> <li>•Strategic focus</li> <li>•Strategic planning and setting the goals</li> <li>•Defining success</li> <li>•Understanding and seeing the Organisation as a whole</li> <li>•Decision making</li> <li>•Strategic planning tools</li> <li>•Implementing strategy</li> <li>•Identifying and managing risk</li> <li>•Growth Plans</li> <li>•Business &amp; Manufacturing Strategy</li> <li>•Planning for the future</li> <li>•Board Audit &amp; Development</li> </ul> | <ul style="list-style-type: none"> <li>•Financial Management</li> <li>•Managing cash for growth</li> <li>•Budgeting &amp; Forecasting</li> <li>•Management Accounts</li> <li>•Financial Strategy</li> <li>•Financial Management</li> <li>•Increasing existing revenue streams</li> <li>•Financial Modelling</li> <li>•Establishing financial metrics</li> </ul> | <ul style="list-style-type: none"> <li>•Understanding your leadership style</li> <li>•Role of the Director</li> <li>•Inspirational Leadership</li> <li>•Influence &amp; Motivate People</li> <li>•Motivation, recognition and reward</li> <li>•Team dynamics, behaviours and skills, team building</li> <li>•Discipline &amp; grievance handling</li> <li>•Talent management</li> <li>•Planning, organising and delegating</li> <li>•Coaching skills</li> <li>•Empowering teams</li> <li>•Giving effective feedback</li> <li>•Recruitment &amp; selection</li> <li>•Organisational development</li> <li>•Building High Performance Teams</li> <li>•Developing the team skills to deliver growth</li> <li>•Management Development</li> <li>•Succession planning, staff development/ promotion</li> </ul> | <ul style="list-style-type: none"> <li>•Negotiation skills</li> <li>•Digital marketing</li> <li>•Brand management</li> <li>•Channel management</li> <li>•Tendering</li> <li>•Market analysis</li> <li>•Client Relationship Management</li> <li>•Key Account Management</li> <li>•Creating customer value</li> <li>•Presenting / Pitching</li> <li>•Strategic marketing</li> <li>•Pricing</li> <li>•Marketing communications</li> <li>•New customer acquisition</li> <li>•Sales management</li> <li>•Presentation Skills</li> <li>•Development</li> </ul> | <ul style="list-style-type: none"> <li>•Supply chain development</li> <li>•Supplier Relationships</li> <li>•Development of supply chain</li> <li>•Managing relationships</li> <li>•Communication of strategy to suppliers</li> <li>•Account Management</li> <li>•Supply Chain Management</li> </ul>  | <ul style="list-style-type: none"> <li>•Encouraging innovation and ideas</li> <li>•Encouraging ideas and creativity</li> <li>•Innovation culture</li> <li>•Building value</li> <li>•Managing innovation</li> <li>•Organisational innovation</li> <li>•Collaboration and open innovation</li> <li>•New product development</li> <li>•Managing IPR</li> <li>•Innovation tools and techniques</li> <li>•Creativity Tools</li> <li>•Intellectual Property</li> <li>•Product Design</li> <li>•New product</li> </ul> | <ul style="list-style-type: none"> <li>•Succession Planning</li> <li>•Communication of the strategy/vision/goals</li> <li>•Assertiveness and personal effectiveness</li> <li>•Presenting with Impact</li> <li>•Self Assessment /awareness</li> <li>•Prioritising time</li> <li>•Talent management</li> <li>•Planning, organising and delegating</li> <li>•Coaching skills</li> <li>•Getting the best from your team</li> <li>•Roles and responsibilities</li> <li>•Building High Performance Teams</li> <li>•Empowering teams</li> <li>•Giving effective feedback</li> <li>•Recruitment &amp; selection</li> <li>•Resource Planning</li> <li>•Organisational development</li> </ul> | <ul style="list-style-type: none"> <li>•Lean</li> <li>•Six Sigma</li> <li>•Productivity awareness</li> <li>•Getting the best from your team</li> <li>•Risk Assessment development</li> <li>•Efficiency building</li> <li>•Planning and implementation</li> <li>•Identifying skills needs</li> <li>•Improving effectiveness</li> <li>•Value Stream &amp; Process Mapping</li> <li>•Resource Efficiency</li> <li>•Cellular Manufacturing</li> </ul> |
| Systems & procedures   | Quality   |   | Competitiveness  | Marketing & market knowledge   | Continuous improvement  | Change  | Environmental   |
| <ul style="list-style-type: none"> <li>•Moving from strategy to operations</li> <li>•KPIs and Management Information Systems</li> <li>•Performance management</li> <li>•Resourcing for growth</li> <li>•Controls – admin, financial, standards</li> <li>•Project Management</li> <li>•Efficiency building</li> <li>•CAD</li> <li>•Value Stream &amp; Process Mapping</li> <li>•Resource Efficiency</li> <li>•Servitisation</li> </ul>  | <ul style="list-style-type: none"> <li>•Quality Assurance</li> <li>•Quality Standards i.e. ISO &amp; IIP</li> <li>•Business Modelling</li> <li>•BIM</li> <li>•Business Improvement Techniques</li> <li>•Traceability</li> <li>•CE Marking</li> <li>•Defect Analysis</li> </ul>  |   | <ul style="list-style-type: none"> <li>•Moving from strategy to operations</li> <li>•Commercial focus</li> <li>•KPIs and Management Information Systems</li> <li>•Performance management</li> <li>•Quality Assurance</li> <li>•Resourcing for growth</li> <li>•Controls – admin, financial, standards</li> <li>•Project Management</li> <li>•Environmental Management</li> <li>•Quality Standards i.e. ISO &amp; IIP</li> </ul>  | <ul style="list-style-type: none"> <li>•Strategic marketing</li> <li>•Pricing</li> <li>•Routes to Market</li> <li>•Digital Marketing</li> <li>•Value Proposition</li> <li>•Marketing communications</li> <li>•New customer acquisition</li> <li>•Sales management</li> <li>•Presentation Skills</li> <li>•Market analysis</li> <li>•PR</li> <li>•E-Commerce</li> </ul> | <ul style="list-style-type: none"> <li>•Planning and implementation</li> <li>•Org development</li> <li>•Identifying skills needs</li> <li>•Improving effectiveness</li> <li>•Managing risk</li> <li>•Managing complexity – problem solving</li> <li>•Identifying skills needs for the future</li> <li>•Lean</li> <li>•Encouraging ideas and creativity</li> <li>•Innovation culture</li> </ul>  | <ul style="list-style-type: none"> <li>•Problem solving</li> <li>•Behaviours, Beliefs, Values</li> <li>•Culture development</li> <li>•Communication</li> <li>•Diagnostic tools and self-assessment</li> <li>•Managing change effectively</li> <li>•Leading Change</li> </ul>  | <ul style="list-style-type: none"> <li>•Environmental Standards i.e. ISO 14001</li> <li>•Environmental Management</li> <li>•Waste Management</li> <li>•Risk Management</li> <li>•Cost Management</li> <li>•Carbon Footprint</li> <li>•Low Carbon</li> </ul>   |