

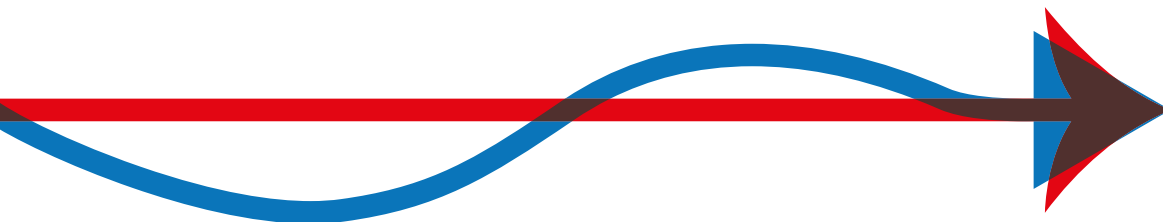
Cork Schedule Autumn 2017

**Break through
to a new level**





People. Partnership. Progress.



Our goal is to help you build your career. We use the most advanced methodologies in executive development and provide access to a community of peers and experts.

For managers, leaders and their organisations to be recognised as truly world-class they need a globally recognised executive education partner. Since 1952, IMI has helped to build the careers of thousands of Ireland's most successful business people within every industry. By delivering results-oriented Diploma programmes for executives we have achieved international acclaim as one of the top executive management centres in the world, resulting in IMI being the only Irish business school to be ranked globally for the provision of customised executive education by The Financial Times for the eighth consecutive year.

In October 2016, following a six year strategic alliance, IMI merged with University College Cork (UCC). This merger creates the single largest force in Irish business education, and equips IMI to embrace the future with energy, ambition and broader horizons. UCC's expertise, relationships and global reach combine with IMI's global ranking, reputation for excellence, unparalleled business community network and scalable business model to deliver distinctive, world-class executive education.



**Executive Education
Ranking 2017**

IMI Masters of Business Framework

Invest in your career

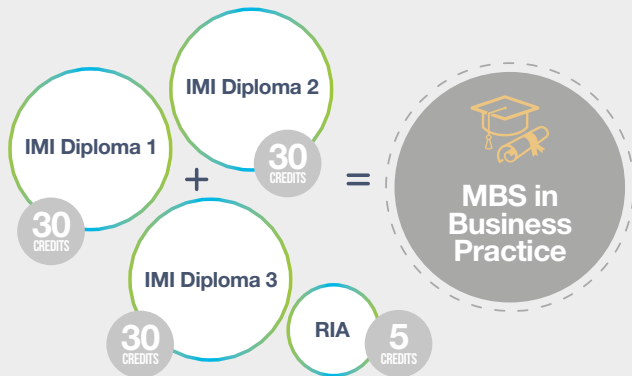
The IMI Master of Business Framework is a flexible masters, designed for real world managers. The supported structure of delivery allows you to choose and tailor your participation around your work / life demands. Our faculty have a unique blend of academic expertise and real world business acumen, resulting in a truly dynamic classroom atmosphere. What may initially appear as a daunting challenge can become a manageable, practical and rewarding experience.

In 2017, IMI is offering a Cork based delivery option on some of its programmes as outlined in this brochure. Our portfolio includes 15 IMI Diplomas and a Business Research project, which you can use in the following combinations to earn a Masters qualification.

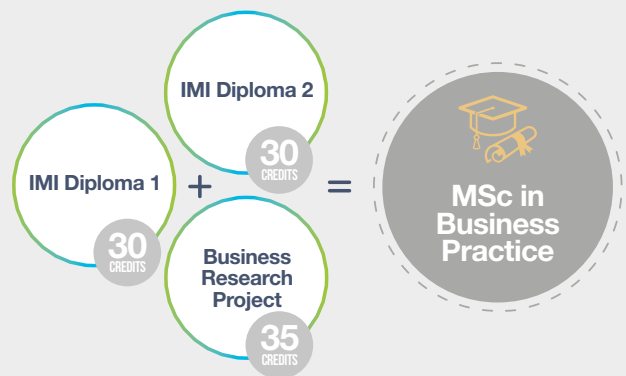


IMI Masters Pathways

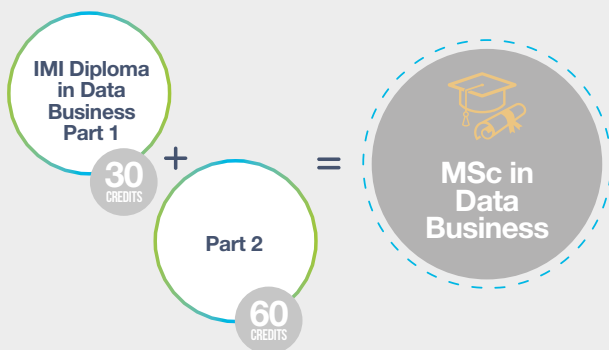
MBS Pathway



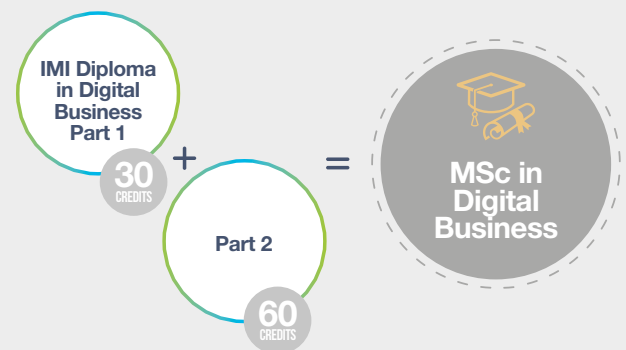
MSc Pathway



MSc in Data Business Pathway



MSc in Digital Business Pathway



IMI Diploma Programmes

It is critical for you to choose a programme that fulfills your immediate need. Thus, we have grouped our diplomas into the following categories to make it easier for you to navigate our portfolio.

Further details on each of the Cork based diplomas is outlined below. If you would like to know about our Dublin based programmes, please don't hesitate to get in touch with us on 1800 22 33 88 or programmeadvisors@imi.ie



Leadership and Change

IMI Diploma in:

- Leadership
- Executive Coaching
- Organisational Development & Transformation
- Organisational Behaviour
- Strategic Human Resource Management



Management Capabilities

IMI Diploma in

- Strategy & Innovation
- Data Business
- Digital Business
- Technology Leadership
- International Business Development



Strategic Thinking

IMI Diploma in

- Business Finance
- Management
- Regulatory Management
- Management of Governance and Compliance
- Marketing and Digital Strategy

IMI Diploma Programmes in Cork Autumn 2017

- Leadership
- Executive Coaching
- Strategy & Innovation
- Data Business
- Digital Business

MSc / IMI Diploma in Data Business

Maximising Business Value in the Digital Economy

Designed for:

IMI Diploma in Data Business is designed for professionals who have a role in transforming the existing information supply chain of their business or being a change agent in developing a new data business. This programme is also suitable for professionals who have technical experience and want to develop a more business/holistic view of data strategy and non-technical professionals who need to have a strategic understanding to manage data and collaborate with the data analysts.

The experience:

- + Apply design thinking to innovate and use design tools for process improvement and new product development
- + Appreciate the impact of data on the business model
- + Appreciate what data contributes to innovation
- + Apply innovation frameworks to leverage business data in different organisational contexts

The results:

Part 1:

IMI Diploma/UCC Post-Graduate Certificate in Data Business

Throughout Part 1 of the course participants are given insight into the primary foundational topics in Data Analysis, Data Management and Innovation. The aim is to enable participants to:

- + Identify ways to use business data to make an organisation more reliable and/or innovative.
- + Develop a personal strategy for making data-centric decisions.
- + Explore existing datasets using foundational analysis techniques.
- + Manage the practicalities of data management and designing a data governance programme within a business.
- + Develop and implement a data business blueprint for your organisation.



Duration

18 Days

Corporate member	SME	Non-Member
€8,390	€9,190	€9,990



Cork Programme Dates

13, 14, 15 September 2017
04, 05, 20 October 2017
08, 09, 10 November 2017
06, 07, 08 December 2017
10, 11, 12 January 2018
07, 08, 09 February 2018

Programme Director

Prof David Sammon, Dr Tadgh Nagle,
Dr Paidi O Reilly

Location

River Lee Hotel, Cork

Part 2:

IMI / UCC MSc in Data Business

Throughout the 12 month duration of Part 2 participants engage in an action design research project and attend 9 x 2 day monthly seminars.

On successful completion of Part 2 participants should be able to:

- + Analyse the potential value of quality data to a business.
- + Identify and overcome inhibitors that are restricting data related value realisation.
- + Develop, test and iterate various prototypes of a data business solution.
- + Deliver a high impact data project.
- + Develop an enterprise data strategy and translate that strategy into actionable tasks/projects.
- + Demonstrate an ability to do rigorous research on a relevant data problem and present the resulting findings to different stakeholders/ groups, orally and in writing.
- + Prepare and deliver a research report in data business as well as demonstrate an ability to integrate knowledge and to analyse, assess and manage the research process.

A graduate's view:

“The new IMI Diploma and MSc in Data Business will play a critical role in educating the next generation of business leaders. The use of data analytics in everyday business activities is expanding dramatically and shaping the global business environment. It is imperative that we ensure business leaders have the necessary skills to take advantage of this new IT revolution and enable the creation of high-quality job opportunities. As a global leader in Big Data and data analytics, EMC is pleased to partner with UCC and IMI in supporting and assisting on this programme which will ensure Ireland positions itself to take advantage of new high-tech trends in global IT.”

Donagh Buckley,

Chief Technology Officer and Director of EMC Research Europe

MSc / IMI Diploma in Digital Business

Enhance your digital customer experience while also driving agility and efficiency through digital operational excellence

Designed for:

Professionals interested in digital transformation, digital innovation, developing sustainable digital relationships with consumers and for people who want be proactive in developing successful innovative solutions.

The results:

Upon completion of Part 1, participants should be able to:

- + Utilise social networks and media towards maximising business value.
- + Design and implement a process for facilitating the creation and commercialisation of digital innovations in their organisation.
- + Identify the key strengths of international Digital Business exemplars and apply same to their organisational/industry setting. Apply open innovation and crowdsourcing techniques to their organisation.
- + Critique how analytics can be utilised as part of their organisation's sales and marketing campaign.

On successful completion of Part 2, participants should be able to:

- + Assess the investment value of a Digital Business initiative towards informing the development of a Digital Business Investment portfolio.
- + Utilise Business Intelligence technologies to provide insight on their businesses ecosystem, informing all innovation, commercialisation and business models.
- + Research, analyse, develop and implement a Digital Business Initiative
- + Examine how to extract Business Intelligence from social listening tools.
- + Develop and implement a dynamic threat intelligence framework incorporating automated actions in real time.

A graduate's view:

"The programme direction and stewardship has been exceptional. The encouragement and engagement from all involved, has made this a phenomenal experience, and one I would highly recommend."

Jamie Griffin,

Senior Manager, International Credit & Collections, Dell



Duration

18 Days

Corporate member	SME	Non-Member
€8,390	€9,190	€9,990



Cork Programme Dates

28, 29 September, 06 October
08, 09, 10 November 2017
06, 07, 08 December 2017
17, 18, 19 January 2018
14, 15, 16 February 2018
14, 15, 16 March 2018

Programme Director

Dr Philip O'Reilly & Jeremy Hayes

Location

River Lee Hotel, Cork

A graduate's view:

“The programme is very educational. You receive the most advanced thinking on the subject matter and experience a deep learning of the various topics. The lecture staff have an ability to push your thinking and together with the calibre of students, your concepts of how to approach problems and the whole area of digital business is transformed. Guest lecturers are amongst the world's foremost authorities. I highly recommend the course.”

Gordon Graham,
General Manager, HSE

“I would highly recommend taking the IMI Diploma/Masters in Digital Business course. The course covers a unique range of topics vital to the digitisation of companies nowadays. The depth and breadth of the tools covered during the course give you an unparalleled experience for application in your business, no matter what size it is.”

Elaine Beare,
Program Manager, Dell

“It is an excellent course with fantastic lecturers, high quality materials and learnings and crucially learnings that you will begin to apply in the workplace. It has changed the way I approach business every day. Best investment your company will make in you & the very best investment you will make in yourself.”

Barry O'Sullivan,
General Manager, Fexco

“The Digital Business programme was an ideal professional development experience for me. The programme uniquely combines a variety of subjects from design thinking to digital product commercialisation and the critical aspects of building customer trust and digital engagement. The programme is delivered in a very practical and thought provoking way. This generated great debate and collaboration between the participants – which was a significant part of the learning. The topics and themes covered have been extremely relevant to my role in Digital Transformation within banking.”

Tom Hayes,
Head of Digital Transformation Delivery, AIB

IMI Diploma in Leadership

Dramatically enhance your practical leadership skills, awareness, impact and judgement

Designed for:

Professionals at all levels seeking to maximise their personal impact and influence, master the psychology of leadership, develop a practical toolkit of leadership techniques and shape the direction of their organisations.

The experience:

Leadership is the vital ingredient that separates outstanding organisations from the chasing pack. It is the spark that distinguishes exceptional managers from their peers; the factor that motivates teams to produce more with less. The IMI Diploma in Leadership is the IMI's flagship leadership development programme. Its aim is simple – to dramatically enhance your practical leadership skills, awareness, impact and judgement. By completing the IMI Diploma in Leadership you will become a more confident, well-rounded and inspirational leader – capable of handling the challenges of the current environment and ready to step up to the next level in your career development.

The results:

By completing the IMI Diploma in Leadership, you will be able to:

- + Develop and apply a comprehensive toolkit of best-practice leadership techniques
- + Formulate a comprehensive range of practical recommendations for developing best-practice leadership throughout your organisation
- + Undertake a personal journey - developing a detailed understanding of your leadership style and development areas and enhancing your capabilities
- + Analyse how your personal leadership style matches the needs and demands of your organisation
- + Critically analyse and subsequently impact the leadership culture, processes, and needs of your organisation

A graduate's view:

“What this programme is really all about is your personal exploration of leadership and the ‘putting into practice’ of what you find there. All of the varied and rich learning experiences provided are geared to supporting your progress towards this simple but invaluable goal.”

Paul Smith,

Continuous Improvement Manager, Diageo



Duration

18 Days

Corporate member	SME	Non-Member
€8,390	€9,190	€9,990



Cork Programme Dates

01, 02, 03 November 2017
29, 30 November, 01 December 2017
03, 04, 05 January 2018
31 January 01, 02, February 2018
05, 06, 07 March 2018
09, 10, 11 April 2018

Programme Director

Tim Wray

Location

River Lee Hotel, Cork

IMI Diploma in Strategy and Innovation

Equip yourself with the tools and techniques to successfully design and prepare transformational change

Designed for:

Professionals with a common ambition to play a leading role in developing and implementing strategy and innovation in their organisation. The programme is suitable for participants that work both in the private and the public sectors and for all sizes of organisations.

The experience:

A critical element in any successful strategy is the capability to make innovation a key management process. By completing the IMI Diploma in Strategy and Innovation, you will be equipped to play a key role in developing and executing a strategy and innovation process that is very relevant to both the success of your organisation and to your own career. You will learn the skills to lead, influence and participate in the strategic success of your organisation.

The results:

By completing the IMI Diploma in Strategy and Innovation you will:

- + Write a strategy audit for your business or organisation that is both practical and informed
- + Be capable of undertaking a key role in the strategy and innovation process
- + Acquire a toolkit to evaluate and address the strategic challenges facing your organisation
- + Be able to make strategic sense of the global and domestic business environment
- + Network with experienced participants from leading Irish and international organisations
- + Meet leading experts, faculty and practitioners in the strategy process

A graduate's view:

"The Diploma in Strategy & Innovation allowed me to step outside my business and my own frame of reference to look at our challenge in a completely new light. The calibre of speakers and classmates alike was a constant source of inspiration and provided new perspective on macro and micro issues – while a strategy can sometimes sound like an abstract field, the course equips you with practical tools to apply it to any business. While I undertook the course to improve my strategic advice to clients, the primary benefit has actually been a new blueprint for growth for my own business."

Niall Dowling,
Strategic Director



Duration

18 Days

Corporate member	SME	Non-Member
€8,390	€9,190	€9,990



Cork Programme Dates

13, 14, 15 November 2017
11, 12, 13 December 2017
15, 16, 17 January 2018
12, 13, 14 February 2018
12, 13, 14 March 2018
16, 17, 18 April 2018

Programme Director

Dr Brian Massey

Location

River Lee Hotel, Cork

IMI Diploma in Executive Coaching

Enable your people to give their best performance

Designed for:

Practicing business coaches who wish to bring their coaching competencies to the next level, managers and leaders who realise that coaching is the key to unlocking performance, HR professionals and organisational consultants who want to add coaching excellence to their skill set, psychologists or psychotherapists who want to work on developing people in corporate settings and mentors and those changing careers who wish to develop executive coaching skills.

The experience:

Smart organisations use a coaching culture as a key enabler of organisational performance. A coaching approach to people management can drive a business to new levels of productivity, delivering significant return on investment. This innovative and relevant programme combines the most effective modern coaching techniques with a thorough grounding in modern organisational realities. Strong emphasis is placed on supervised coaching sessions with intensive feedback. It is expected that participants will carry out in excess of 100 hours of practice.

The results:

By completing the IMI Diploma in Executive Coaching you will:

- + Have practised a range of coaching skills
- + Be equipped to transfer coaching methodologies to the workplace
- + Understand relevant coaching models
- + Have demonstrated competence in a coaching role
- + Be able to use a variety of coaching approaches and techniques
- + Have increased confidence in their coaching ability
- + Have achieved a high level of self-insight
- + Have completed a journey of personal and professional development

A graduate's view:

"I would like to formally convey my thanks for such a wonderful and memorable programme. The IMI Diploma in Executive Coaching has taught me so much, not least that anyone from any background of work can find their calling in a new meaningful role. The programme was very relevant, alive and practical and I thoroughly enjoyed and valued all the contributions to the programme."

Pat Griffith,

FCA, MBA, Consultant in Finance Accounting and Executive Development



Duration

18 Days

Corporate member	SME	Non-Member
€8,390	€9,190	€9,990



Cork Programme Dates

15, 16, 17 November 2017
13, 14, 15 December 2017
17, 18, 19 January 2018
14, 15, 16 February 2018
13, 14, 15 March 2018
17, 18, 19 April 2018

Programme Director

Fabio Grassi

Location

River Lee Hotel, Cork

Short Programmes

Achieve your career goals

IMI Short Programmes will give you the skills you need to realise your individual and your organisation's full potential.

Our portfolio focuses on four distinct areas:

- Management & Leadership
- Business & Functional Excellence
- Human Resources & People Development
- Personal & Career Development

In 2017, we will be delivering some of our programmes in Cork, the details of which are outlined below.



Frontline Management Programme

Gain the skills for success as you move into management

Designed for:

People who are about to or who have recently taken on the responsibility for managing others. Designed to give newly appointed front line managers, team leaders, supervisors and others a solid foundation in management skills.

The experience:

For a business to succeed in today's environment the productivity of your front line employees must be maximised by effective management. This programme gives potential or new front line managers the comprehensive set of people and business skills necessary to succeed.

The results:

This programme will help you to meet today's front line management challenges. It is an innovative three-day programme that will give you the practical skills you need to achieve success in your new management role. We cover all of the critical topics that your initial move into management.

These include: transition and change management, personal effectiveness including time management, problem solving, decision making, building trust and teams, communications at work and the key aspects of HR from employment law to managing performance.

A graduate's view:

"I thought the Frontline Management programme was excellent. The topics were wide-ranging, with plenty of interesting real-life examples. I enjoyed listening to other managers' issues in the group and felt we all learned from each other. It's a great programme for people new to management."

Cliona Hegarty,

National Campaigns Manager, Irish Cancer Society



Duration

3 Consecutive Days



Cost

Non-Members Fee €2,075

Corporate Members Fee €1,695



Cork Programme Dates

20, 21, 22 November



Location

River Lee Hotel, Cork

Mini MBA

To assist developing leaders to master advanced business skills

Designed for:

Developing business leaders seeking to broaden and strengthen their knowledge of business theory and practice. The Mini MBA is perfect for those with considerable specialist experience in one area who want exposure to other areas of the business. It is also a great help to managers who will soon or are currently leading major projects and for those who aspire to positions of greater responsibility.

The experience:

The Mini MBA is an intensive five-day programme designed to give you the maximum impact from a limited time away from work. The format and design creates a supportive environment where participants learn from subject experts, practical application of case studies and from each other. We run workshops, examine case studies, conduct class discussions and work in groups to ensure that the week is as rewarding as it is insightful. The programme team is made up of top business executives with a wealth of specialist subject experience and expertise. You will find their inputs informative and challenging with a clear practical orientation.

The results:

Whatever path your career takes, you will need leadership skills and an understanding of all areas of enterprise. The Mini MBA covers the business essentials of strategy, leadership, finance, marketing and people performance in an intensive format designed to give you a thorough framework of knowledge for making informed business decisions. The programme is designed to build on your existing management competencies by giving you a comprehensive understanding of all the functions of an organisation.

A graduate's view:

“The Mini MBA provided a real world insight into organisational strategy and how it is supported by finance and marketing and executed by effective leadership. The programme was well structured and delivered by professional, experienced and highly knowledgeable practitioners in their fields. Overall, it was a very informative, interesting and a worthwhile piece of learning and the participants also learned much from each other both in terms of wider industry experiences and personal insights.”

Denis Rodgers,

Business Analysis Practice Lead, Delphi Technologies



Duration

5 Consecutive Days



Cost

Non-Members Fee €3,445
Corporate Members Fee €2,845



Cork Programme Dates

13, 14, 15, 16, 17 November 2017



Location

The Metropole Hotel, Cork

High Impact Leadership

To assist high potential leaders to develop their influence and impact

Designed for:

Developing leaders who want to examine and master their leadership styles and hone their interpersonal skills for future success.

The experience:

This unique programme puts developing leaders through their paces. A master class in individual leadership, you will learn a lot about yourself, how you interact with and manage others and you will get a broader perspective on your organisation. This is a demanding experience that will help you to identify and build on your strengths and to recognise and learn to overcome personal leadership challenges.

The results:

As a developing leader, the High Impact Leadership Programme will provide you with a framework with which to develop to your full potential. You will broaden your business perspectives and develop your interpersonal skills through intensive interaction with managers from other organisations. This will help to mould you into an excellent leader for both now and into the future. You will gain knowledge of how to interact better with and lead others and this will help you to step up to your next leadership challenge in a positive and proactive way.

A graduate's view:

"A hugely rewarding experience, both professionally and personally. It has given me the tools to improve my leadership skills in a way I would not have seen before the programme. The attention to detail and professionalism of the programme contributors was exemplary. The one-to-one attention and feedback was outstanding. The facilities at the IMI are second to none and the ability to stay on campus made attendance very easy. I really enjoyed it and made some great friends during the process."

Bryan Ahern,

Head of Finance, Cascade Designs Ltd



Duration

6 days over 3 modules



Cost

Non-Members Fee €3,995

Corporate Members Fee €3,425



Cork Programme Dates

31 October, 01 November 2017

28, 29 November 2017

12, 13 December 2017



Location

The Imperial Hotel, Cork

Advanced Negotiation Skills

Learn how to maximise the value in every deal by mastering your negotiations

Designed for:

Negotiations are about getting the best value you can from what is on offer and finding ways to expand options for mutual benefit. The Advanced Negotiation Skills programme is designed for individuals and managers who want to maximise their ability and effectiveness in a broad range of negotiation situations.

The experience:

This unique programme challenges you as a negotiator to hone your skills in a broad range of negotiations. This is a demanding experience that will help you to identify and build on your strengths as well as recognise and learn to overcome the challenges and hard bargaining tactics that hinder your negotiations.

The results:

As an experienced negotiator this programme will provide you with a framework to master your ability to work on your feet by preparing for and analysing complex negotiations. You will learn about the mutual gains approach to negotiation, how to distinguish interests from positions and gain valuable tools and tactics for all stages of the negotiation process. You will also learn how to control your own emotions and reactions in negotiations. Core concepts include mastering power imbalances, responding to hard bargaining tactics, building trust, bargaining effectively, demonstrating persuasive reasoning and charismatic reasoning while maintaining relationships in highly pressurised negotiations.

A graduate's view:

"It was a fantastic programme. I really enjoyed the two days and found it very interesting. The delivery of the material was excellent and the class atmosphere was relaxed and friendly. The programme was beneficial to my work and the exercises were very relevant".

Fionnuala Barry,
Advisory Project Manager, IBM



Duration

2 Consecutive Days



Cost

Non-Members Fee €1,385
Corporate Members Fee €1,145



Cork Programme Dates

11, 12 December 2017



Location

The Metropole Hotel, Cork

Coaching for Business Results

Learn how to coach for engagement, empowerment and accountability

Designed for:

Whether you are a senior manager/leader in charge of a team who is looking to develop a coaching culture as a part of your business strategy and need an approach and a set of skills to improve your effectiveness at work or if you ask yourself the following questions, then Coaching for Business Results will help enhance your success.

- + How do I have better conversations with my team and empower them to achieve their goals?
- + How can coaching help me to have difficult conversations with underperforming staff?
- + How can I use coaching as an approach to enhancing individual and organisational performance?

The experience:

Organisations are looking for ways to introduce managers and leaders to a more progressive approach to leadership as a way of supporting the empowerment, engagement and accountability of others. Coaching has proved to be an effective tool and continues to gain in popularity with organisations globally. This three-day programme has been designed to give managers access to powerful coaching skills that will enable them to improve their effectiveness at work and drive business results. By using effective questions, giving positive feedback and choosing the appropriate communication style, a manager can create a team and support an individual to become aware of how they do things, the impact it has and the willingness to take responsibility for their own performance.

The results:

On completing this highly interactive programme you will learn how to practice giving feedback that is timely, specific and tied to goals. You will unlock a person's potential to improve their own performance by raising their awareness and clarifying goals and involve direct reports in finding solutions for performance improvement. Discover how to gain understanding by listening attentively and create relationships of partnership, equality and trust. On completion you will receive credits towards your recognition by the International Coaching Federation (ICF) as an accredited coach. Interested managers will also have an accredited next step available to them.



Duration

3 Consecutive Days



Cost

Non-Members Fee €2,075

Corporate Members Fee €1,695



Cork Programme Dates

22, 23, 24 November 2017



Location

River Lee Hotel, Cork

Finance for the Non-Financial Manager

Gain the financial toolkit for even the most challenging times

Designed for:

All individuals who, irrespective of their level, deal with financial information and are responsible for budgets. Credit control staff will also learn how to avoid bad debts.

The experience:

Accounting is the language of business and all managers need to be financially literate in order to be effective. They do not need to be experts but do need to be able to interpret figures and understand what lies behind them. We will give you the skills you need to perform your own job better and contribute more effectively to your financial management team.

The results:

At the end of this three-day programme you will have a firm grasp of the fundamentals of finance. You will have a particular understanding of the skills of monitoring and conserving cash flow and be able to analyse your company's performance, control your department more effectively, enhance your decision making, spot and manage financial risks and ultimately communicate more effectively with your finance department.

A graduate's view:

"A really excellent three days with the correct balance of information, discussion and practice."

Justine McCarthy,
Director



Duration

3 Consecutive Days



Cost

Non-Members Fee €2,075
Corporate Members Fee €1,695



Cork Programme Dates

20, 21, 22 November 2017



Location

River Lee Hotel, Cork

Break through to a new level



Irish Management Institute

Achieve your career goals

IMI Short Programmes will give you the skills you need to realise your individual and your organisation's full potential. Our portfolio focuses on four distinct areas: Management & Leadership, Business & Functional Excellence, Human Resources & People Development, and Personal & Career Development.

	Early Career	Mid Career	Senior Career
Management and Leadership	Front Line Management (3 Days)		
	Essential Skills of Management (6 Days over 3 Modules)		
	Mini MBA (5 Days)		
	High Impact Leadership (6 Days over 3 Modules)		
	Senior Executive Programme (12 Days over 5 Modules)		
	Taking the Lead (4 Days)		
Personal and Career Development	Managing People (2 Days)		
	Communicating for Performance (3 Days)		
	Presenting with Impact (3 Days)		
	Think on Your Feet (3 Days)		
	Innovative Problem Solving (2 Days)		
Human Resources & People Development	Facilitation Skills (3 Days)		
	High Performance Teams (2 Days)		
	Leadership and Motivation (2 Days)		
	Coaching for Business Results (3 Days)		
Business and Functional Excellence	Advanced Negotiations Skills (2 Days)		
	Growing Key Accounts (3 Days)		
	Breakthrough Sales Management (3 Days)		
	Finance for the Non Financial Manager (3 Days)		
	Change Management (3 Days)		
	Managing Data for Growth (3 Days)		

For more information, please contact our Programme Advisors on programmeadvisors@imi.ie or 1800 22 33 88



www.imi.ie

IMI Corporate Membership

Partnering for success, IMI members achieve more!

IMI Membership offers access to next practice thinking for real world solutions. We track the shifts that are disrupting the business landscape and changing the nature of work, organisations and leadership as we've known it – and we uncover the impact of these trends on your people and talent strategy.

Members become part of a community of leaders and managers committed to delivering their organisation's business strategy – through a people strategy that is aligned and future-proofed.

For the first time in 2017, we are bringing Membership events to Cork. Following a successful Masterclass event with Manfred F.R. Ketes De Vries in May this year, the first Advantage event in Cork will take place in November. Please see details on next page.





Irish Management Institute

Why fostering a growth mind-set in organisations matters

IMI Associate Faculty
Dr Philip Matthews

Date
7th November 2017

Time
8am - 10am

Venue
**The Council Room,
UCC Campus**

In the first IMI **Advant-ewdge series in Cork**, IMI faculty member Dr Philip Matthews will explore the growth mindset with specific research from Stanford Psychologist, Carol Dweck, and will identify two distinct mindsets in people called Fixed and Growth. Whilst no individual is entirely one or the other, this has profound consequences for people and organisations.

During this session we will ask the question, does your organisation have a growth mindset culture of development or a fixed mindset culture of genius?

**REGISTER
ONLINE**

www.imi.ie



IMI Customised Solutions

Transforming your talent to deliver business growth.

IMI has a team of specialists who will partner with you to develop learning solutions tailored to your organisation's specific needs.

As global competition intensifies, visionary companies are investing in Talent Strategy / People Strategy as a critical pillar for growth and performance. Our team pushes and encourages you to think about the strategic drivers behind every need.

What we offer:



A LEARNING PARTNERSHIP

Where you decide what's best for your organisations but we equip you with the tools to deliver it.



A NETWORK OF EXPERTISE

Through our network of 200+ associates around the globe providing thought leadership.



A WRAP-AROUND SERVICE TEAM

With our in-house design and innovation team, client success and service teams.



REAL-TIME DESIGN AND TRACKING

Through our benchmarked reporting methodologies and impact indicators.



AN EXPERIENCE WORTH TALKING ABOUT

Over 60 years of improving the practice of management in Ireland.

Customised Solutions

We understand that people are unique - and so are their organisations.

So shouldn't your solutions be unique?

Whether you are looking to develop the capabilities of your people in areas critical for growth or are considering a deeper organisational transformation, the IMI Customised Solutions team can partner with you at every step.

Your Journey, Our Approach

We work with you to



Define what success should look like and co-design the solution.



Agree on the final elements of the solution, logistics and level of service.



Track the progress of your solution using our Impact Indicators™ and adapt the solution in real time where required.



Ensure that the transformation imagined has been realised to your expectations/to its potential.

We are the sum of many parts and that's what makes us different.

We take the professionalism, commercial pragmatism, and flexibility from the world of consultancy. From the world of academia, we take the intellectual rigour, the talent, the frameworks and best practice. We have melded the two and adapted it to enhance your experience and ensure that you get visible results.



At Kerry we have partnered with the IMI to meet our leadership development needs for some years now. Their programme team maintain a close and collaborative relationship with us, to ensure our learning experience at the IMI is reflecting current business challenges and meeting our needs. With access to experts in programme design and facilitation, the IMI faculty have delivered a high quality, engaging and impactful experience for Kerry audiences at all levels.

Kathleen Wall-Sheehy, Kerry Group



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