

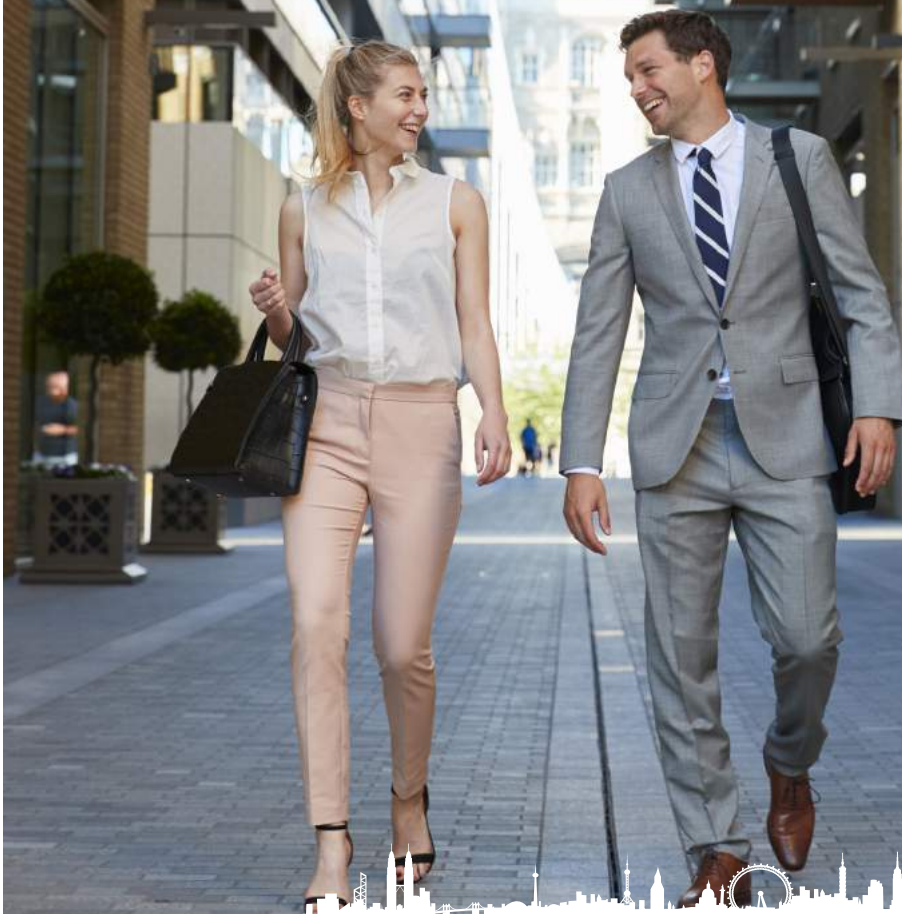
London
School of Business
& Finance

EXECUTIVE EDUCATION



CORPORATE TRAINING

Flexible tailor-made courses
that meet your vision



ABOUT US

London School of Business and Finance was established in 2003 and has grown from a single college focused on professional qualifications to an institution providing executive education courses as well as postgraduate degrees delivered online.

LSBF has campuses in the UK and Singapore and delivers programmes via an online learning platform, which allows students to study entirely online from anywhere in the world.

LSBF is a member of Global University Systems (GUS), which is a growing network of 20 institutions and academic partners providing education to over 75,000 students worldwide.



Under Patronage of
HRH Prince Michael of Kent, GCVO

As patron of the London School of Business and Finance, His Royal Highness Prince Michael of Kent GCVO is committed to encouraging the next generation of entrepreneurs.

In his role as LSBF's patron, the prince has supported LSBF by:

- Opening LSBF's first ever campus in the UK
- Opening LSBF's first campus in Singapore on 30 June 2011
- Establishing the Prince Michael of Kent Scholarship Awards





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LSBF ALUMNI TESTIMONIALS

Some LSBF students come from global companies. Find out about their learning experiences.



“
I would recommend studying with LSBF Online to any online learner. It's the best investment they can make in their studies.
”

Bruna Kertusha,
Taxation professional,
KPMG.
Course attended: ACCA.

“
Exceeded expectations on depth of content and provision of applicable tools. Would highly recommend to others at Apple.
”

Alex Chell,
Project Manager at Apple.
Course attended: Short Course in Practical Project Management.

“
The lecturer was very professional and the classes were well prepared and in great condition.
”

Alfonso Musitu,
Marketing Specialist at Deloitte.
Course attended: Digital Marketing and Social Media.

“
The lecturer was extremely flexibly in answering questions, she also maintained a really good collaborative atmosphere that involved everyone, and made sure it was relevant for our everyday work.
”

“
Very good synthesis of an MBA. A lot of topics and a very intense schedule, but the trainer made it very easy to understand and grasp.
”

Fructuoso Gonzalvo,
Research Scientist at Google.
Course attended: miniMBA.

“
Mary Schuster-Weismann,
Project Manager at Shell.
Course attended: Short Course in Practical Project Management.

CORPORATE TRAINING PROGRAMMES

Develop company-wide managerial competencies or enhance your employees' practical skills with LSBF Executive Education. We'll create a bespoke programme for you and your company.



“
Very engaging. Tim has a great presentation style and was very knowledgeable. He gave real-life examples to explain theories, which was very useful.

”
Kevin Brady,
Managing Director
at Blackbaud Europe Ltd.
Course attended: miniMBA

CHOOSE YOUR TOPIC

You'll have full flexibility over the course duration, delivery pattern, and language. We can also deliver programmes wherever you prefer: at one of our campuses, in-house at your workplace or another convenient location of your choice, or through online classes.

A word cloud of business topics is displayed over a night-time city skyline featuring the Shard. The topics are arranged in various orientations and sizes. The largest and most central words are 'STRATEGIC BUSINESS PLANNING' and 'VALUE BASED PRICING'. Other prominent words include 'CONTRACT MANAGEMENT', 'RESPONSIBILITY', 'SOCIAL', 'CORPORATE', 'EMPLOYEE ENGAGEMENT', 'LEARNING AND DEVELOPMENT', 'CREDIT PORTFOLIO MODELLING', 'BUSINESS STRATEGY', 'MINI MBA', 'COMMODITY OPTION PRICING', 'CONTENT MARKETING', 'CASH FLOW LENDING', 'FEEDBACK SKILLS FOR MANAGERS', 'GOVERNANCE CORPORATE', 'INTERNATIONAL PAYMENTS', 'STRATEGY', 'BUSINESS ANALYSIS', 'ADVANCED', 'CONFLICT RESOLUTION', 'HR BUSINESS PARTNER', 'DIGITAL MARKETING', 'CONSUMER BEHAVIOUR', 'CUSTOMER INSIGHT', and 'GOVERNANCE CORPORATE'. A logo consisting of the letters 'S', 'E', and 'E' in a stylized font is positioned vertically in the center-left of the word cloud.

“

“True value for money, excellent for professional development, brilliant lecturer.”

”

Marco Bastianini,
Manager at Netuno USA.
Course attended: Management Consulting and Project Management.

DEVELOPMENT AREAS:

- Finance
- Management
- Marketing
- Strategy
- Professional development

“

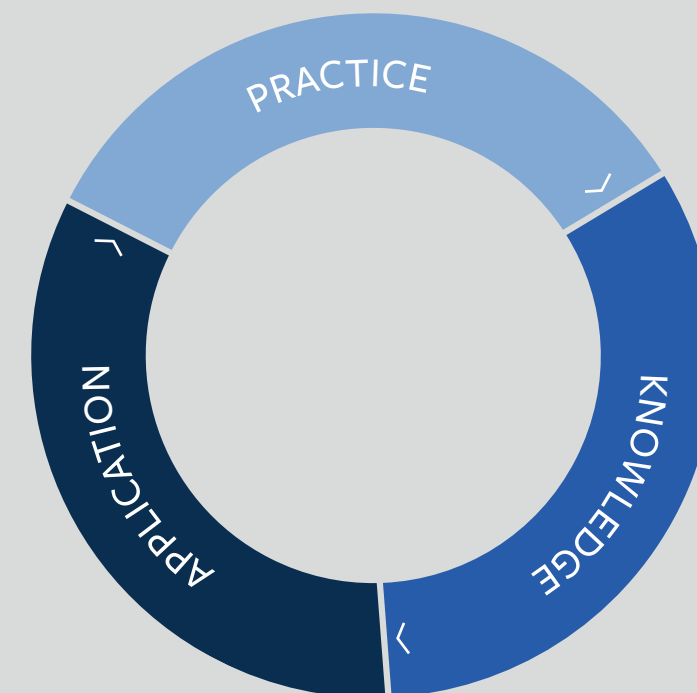
“Fantastic days discussing and applying my own business issues to the theory. Relaxed, engaging, down-to-earth style brought out the best in the group.”

”

James Endersby,
Managing Director at
Opinium Research.
Course attended: miniMBA

3-STEP CONCEPT

Executive Education programmes will give your employees a winning combination of knowledge and practice.



01 / KNOWLEDGE

We cater for all types of learners by providing a range of reading and visual materials, including articles, videos, and quizzes. Participants will also receive texts for pre-course reading, as well as follow-up learning once the training is completed.

02 / PRACTICE

Our classes include role-plays, presentations, group projects, and case studies to make sure that employees are fully up to date with the latest industry developments. This approach will also help them to improve other skills, such as public speaking and team work.

03 / APPLICATION

We can also create a coaching programme after the course to ensure that your employees can apply their new skills. This is also a way of measuring ROI for the company, helping you to see the tangible benefits of this training.

OUR MOST POPULAR COURSES

EXECUTIVE miniMBA

This Executive miniMBA is tailored to significantly enhance your career. You will gain the necessary financial knowledge and management techniques needed to make strategic business decisions and lead business change.

It provides a perfect introduction to the different areas of management needed to up skill to more senior positions.

Learning Objectives:

- Engage in the structuring and development of their organisation through management of teams, individual behaviour and employee engagement.
- Recognise effective leadership techniques and how best to apply their own strengths in a leadership role.
- Understand key financial statements and engage confidently in financial management processes.
- Recognise the risks and benefits of internationalisation to their organisation and consider the role they can play in leading their organisations in response to globalisation.
- Employ a structured approach to making strategic business decisions.
- Lead business change confidently and effectively.

LEADERSHIP DEVELOPMENT PROGRAMME (5 days)

Learn how to inspire, motivate and get the most from your team using your own leadership style with this development programme.

With a primary emphasis on coaching, the course will help you to **sharpen various managerial qualities** within you while helping you to **understand and overcome your current limitations**.

Course will include:

- Effective communications within teams and individuals.
- Inspire and motivate others within the workplace.
- Managing others by effective use of coaching techniques instead of instructing.
- Develop decision making skills.

Who is it for?

The LDP is designed for executives and junior managers wishing to enhance their leadership and coaching skills. The techniques and knowledge gained will allow delegates to effectively manage teams and demonstrate a greater ability to manage organisational change.



TUTORS

All of our tutors have worked for years in their sector before transferring their skills to teaching and training others. As they are former CEOs, CFOs, or consultants for large multinationals, they all have a wealth of experience to pass on. Our core teaching faculty includes:



ANDREIA AREAL

An enthusiastic academic in business strategy, marketing, and corporate social responsibility, Andreia has years of experience in the non-profit, banking, and legal sector in the UK and USA. With a background in law and business, Andreia is an MBA holder with experience of delivering marketing courses at a number of international institutes. A confident public speaker who is a lifelong learner and a dedicated professional, Andreia is also a Fellow of the Higher Education Academy and published author.



LUKE MINSHALL

Luke is a highly experienced senior lecturer and accredited coach (ICF) who has designed and delivered a wide variety of change management programmes and learning interventions over the past 15 years for international organisations which include: United Nations, Barclaycard, and Vodafone. Luke has a passion for teaching using a range of creative approaches that include links with music, art, spirituality and sport. He is also skilled in developing high performance teams.



TIM O'CONNOR

Tim has spent over three decades helping professionals develop their leadership and management skills. He has worked with international organisations, including LT Network, Brathay Hall, NTS Ltd, The Saltway Partnership, and PGL to improve their business results. He worked and taught in Africa, the Middle East, the Far East, and all over Europe.



EMANUELA
GIANGREGORIO

Emanuela is a freelance performance improvement consultant who has been delivering bespoke professional training, coaching, and project consulting for over 15 years. Other than working across many industry sectors and in several countries across Europe and Asia, she has written and delivered training programmes in generalist and specialist fields, including topics on virtual team effectiveness and personal effectiveness.



BEN BOTES

As an experienced lecturer and business consultant with exceptional communication and interpersonal skills, his target and people driven approach can help your organisation and its employees achieve their goals. Further strengths include the aptitude to build strong relationships with both clients and colleagues as well as a strong ability to present ideas and findings clearly and persuasively while building credibility and trust. His friendly, humorous, accountable and organised approach will deliver business changing outcomes and long lasting results.



MEENA JAFFERLI

Despite training at a law firm, Meena was called to accountancy and ultimately became a Finance Director. She then started Cresco, a management and training consultancy. She works with companies to transform their finance functions by implementing processes and KPIs to ensure a streamlined and successful finance department. In addition, she runs workshops which provide a basic understanding of finance without complex jargon. Meena is also active in her local community and is chair of the Pinner and Northwood Business Club.

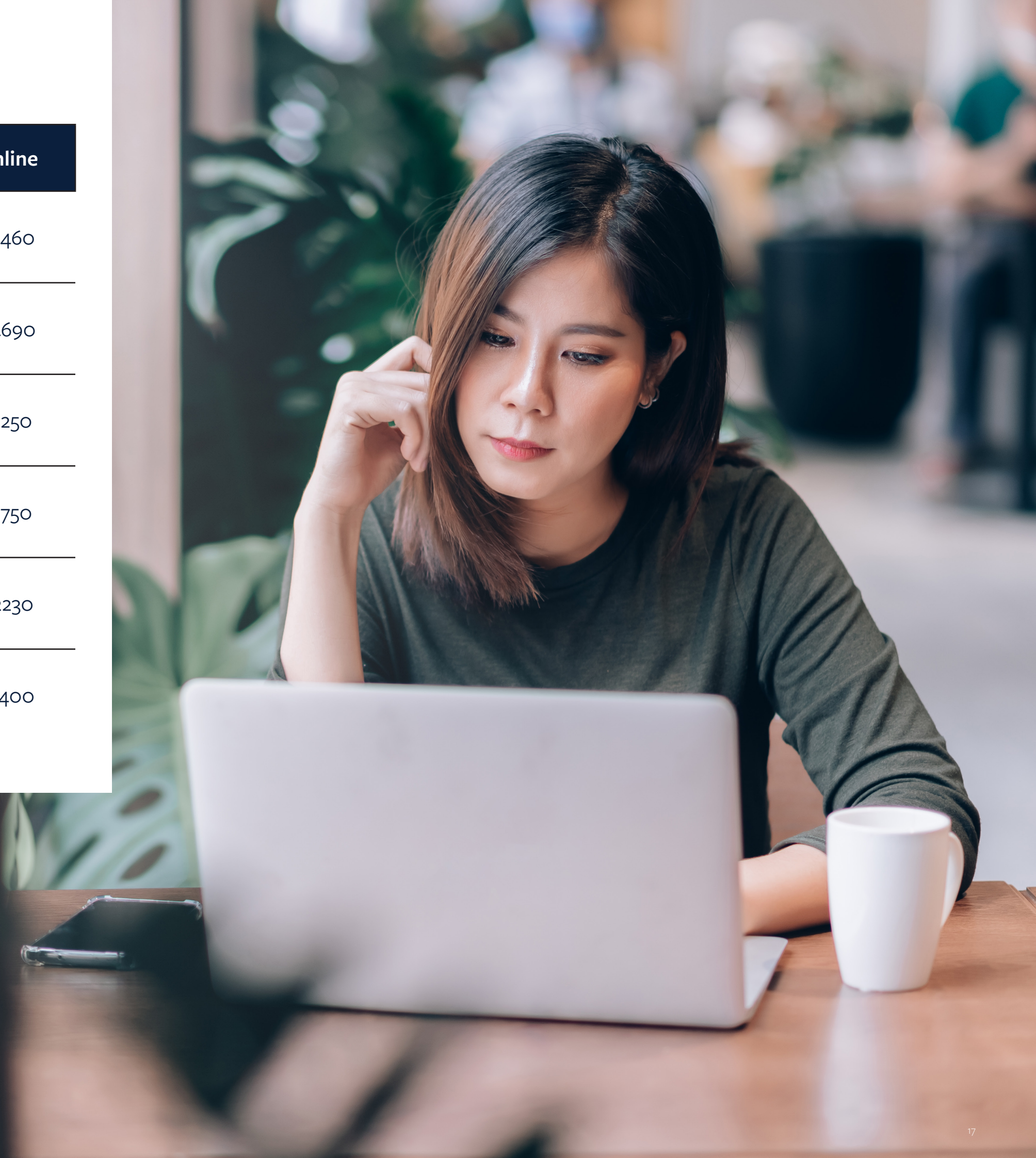


DR CARLTON BROWN

His experience over the last 25 years, 15 at director level, has led to Carlton becoming a sought-after lecturer, trainer, speaker and coach. Carlton is a Member of the British Management Association (BAM), a Fellow of the Institute of Sales and Marketing Management (FLISMM), and Member of the Chartered Management Institute (CMI).

PROGRAMME AND PRICES 2021

Programme	Campus	Online
Postgraduate Certificates	£4500	£3460
Postgraduate Diplomas	£6700	£4690
Short Courses (4 days)	£1790	£1250
Executive MiniMBA	£2490	£1750
Management Development Programme	£3190	£2230
Leadership Development Programme	£1995	£1400



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EXECUTIVE EDUCATION



LSBF Executive Education

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E: executive@lsbf.org.uk

W: [LSBF.org.uk/Corporate-training](https://www.lsbfi.org.uk/Corporate-training)



The information contained within this brochure is accurate at the time of publishing (January 2018)
but may change without notice.