

COMPLETED STAFF WORK



Team IMPROVEMENT workshop

The concept

Completed Staff Work is about...

- ✓ adding value not cost
- ✓ getting it right-first-time
- ✓ presenting answers not questions

It encourages staff to take risks and - above all - 'own' their bit of the business

Why do I need it?

If strategy papers, business cases or even simple presentations...

- ✗ are not fully thought-through
- ✗ raise further questions rather than firm answers
- ✗ present *part-baked-ideas*

...then your team will benefit from attending this highly practical workshop

Course programme

The workshop is divided essentially into two parts

1

The first part covers the *theory* of CSW, which is about...

Enabling your team to take the **risks** and the **consequences** of their recommendations
...in other words would they bet their next promotion or pay-rise on the quality of their work

Encouraging them to deliver **outputs** that leave **no stone un-turned** in which all...

...theory

- ...facts are identified
- ...assumptions revealed
- ...alternatives & ramifications considered
- ...pros & cons weighed & prioritised

2

The second part picks up all these themes in a rolling case study exercise that culminates in a presentation to a senior manager

...practice

This in-house workshop can be **tailored** to your business needs & organisational culture
It is designed for a maximum of twelve participants

Workshop leaders

David Hewitt is an entrepreneurial business advisor with more than thirty years experience in procurement. David has led training, consulting and team development projects for a variety of clients. He has provided professional leadership and governance to CIPS and continues to serve on their Policy Advisory Network

Steve Walker is an accomplished trainer and communicator with four decade's experience in both purchasing and training. Steve was involved in creating a training services department for CIPD and has designed, developed and delivered purchasing and general management training courses for many organisations

About PSL Consulting

PSL Consulting specialises in procurement and the supply-chain
Since 1994 our team of experienced practitioners has been defining, developing and delivering a wide range of consulting, team development and category-related solutions and services to private and public-sector organisations throughout the UK

Our integrated and holistic solutions and services include...

- **health checks** designed to unlock improvements in strategy or operations
 - **best-value** services to help you take procurement forward
- discrete **category** support projects or a broad strategic sourcing analysis...
...including hands-on **negotiation** of specific contracts with your providers
 - our **active consultant** tool to improve in-house client relationships
- **options analysis** ranging from simple make-or-buy through to full market testing
 - advice on interpretation of **EU/WTO** rules & guidelines
 - commercial **risk** assessment & management
- senior **interims** with the skills & experience to make an immediate impact
- practical one-day **improvement** workshops: '**A better way to buy Social Care**'
'**Contract Management**'
 - our unique **social care price & benchmarking software tool**

We have no standard approach. Instead we adapt our ideas and solutions to meet your organisational and professional procurement needs. Our value comes not just from the accumulated skills and expertise of our practitioners but also from our long and successful track record with a **wide range of clients**

Your Partner in Procurement



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