

LEADERSHIP DEVELOPMENT PROGRAMMES

TRANSFORMING BUSINESS THINKING

CLIENT MANAGEMENT DEVELOPMENT



TRANSFORMING BUSINESS THINKING

Enterprise Ireland inspires Irish business leaders to have the ambition, confidence and ability to grow their businesses globally. Our Client Management Development and Client Skills Department led by Keelin Fagan helps to address the capability needs of our clients through a suite of tailored leadership and management development programmes.



Our offers include strategic programmes that create transformational business change to flexible short programmes addressing short term business issues. Our programmes are aligned to the six pillars of business growth: Strategy, People and Management, Sales and Marketing, Finance, Innovation and Operations and are further supported by customised advisory, financial and online supports.

For ambitious business leaders, growing a business and making it ready to tackle international markets can be a daunting prospect. Our leadership and management programmes outlined in this brochure are designed to support each of our clients on this exciting journey.



STRATEGIC PROGRAMMES

Scaling a business and moving beyond local markets usually requires significant changes in thinking and practice. Enterprise Ireland has a range of programmes designed to equip CEOs and senior management with the strategic tools to transform their businesses.

Leadership 4 Growth

Enterprise Ireland's flagship programme, Leadership 4 Growth helps CEOs develop their own personal leadership, strategic capability, ambition and confidence. Delivered by world-class experts from IESE Business School, Barcelona, CEOs are given the tools to transform their business globally via a strategic growth plan while receiving ongoing support from a strategic business advisor.

Cost: €23,000-€27,000 indicative cost based on company size

Duration: 10 months (3 overseas modules)

Programme Manager: Clare Power
clare.power@enterprise-ireland.com
Phone: + 353 1 727 2683



IPOready Programme

Delivered in partnership with Euronext, operators of Dublin's stock exchange, this programme is designed for Irish companies aiming to raise strategic finance and obtain a stock market listing within five years. Senior teams learn how to engage effectively with investors, understand strategic finance options and the fund raising process and are also mentored by corporate finance experts.

Cost: €10,000

Duration: 9 months

Programme Manager: Mariam Dadabhay
mariam.dadabhay@enterprise-ireland.com
Phone: + 353 1 727 2764



Go Global 4 Growth

Delivered in partnership with Dublin City University, Go Global 4 Growth, a strategy implementation programme, facilitates the creation of international growth action plans by CEOs and their senior teams. Within the programme, expert business advisors mentor participating CEOs and their teams.

Cost: €9,000

Duration: 8 months

Programme Manager: Jonathan Murphy
jonathan.murphy@enterprise-ireland.com
Phone: + 353 1 727 2694



Innovation 4 Growth

Innovation 4 Growth helps CEOs and their senior teams embed innovative thinking that stimulates business growth via new or improved business models, products, services or processes. Delivered in partnership with the Irish Management Institute and MIT Sloan School of Management, Boston, the programme also offers access to business advisors who support participants at every step.

Cost: €14,712/€19,616/€24,520 based on company size

Duration: 8 months (1 overseas module)

Programme Manager: Daryl Regan
daryl.regan@enterprise-ireland.com
Phone: + 353 1 727 2772



International Selling Programme

Aimed at CEOs and their Sales Directors, the International Selling Programme helps Irish businesses develop practical skills to optimise export sales strategies, skills and processes. Accredited by Technological University Dublin, participants create and implement an International Sales Growth Plan with the help of business advisors to transform their sales performance.

Cost: €3,772/€5,030/ €6,288 based on company size

Duration: 9 months (PostGrad Dip/Dip Cpd)

Programme Manager: Mariam Dadabhay
mariam.dadabhay@enterprise-ireland.com
Phone: + 353 1 727 2764



Enter the Eurozone

Delivered by the European School of Management and Technology ESMT GmbH, Enter the Eurozone programme helps Irish businesses not currently exporting into the Eurozone to develop a market entry plan. CEOs and one senior colleague address their chosen market's critical challenges and target a first significant Eurozone contract to win.

Cost: €1,280

Duration: 4 months (2 overseas modules)

Programme Manager: Paul Browne
paul.browne@enterprise-ireland.com
Phone: + 353 1 727 2329



High Potential Start-Up (HPSU) Founders Forum

Delivered in partnership with Select Strategies, the HPSU Founders Forum is a peer network of CEO founders who challenge and support each other to scale globally. Founders meet regularly in facilitated groups to share invaluable insights and tackle their toughest problems using startup best practices. The Forum also provides access to topic based clinics on Product-Market Fit, Building International Sales, Leadership & Team and Funding and Finance.

Cost: €875

Duration: 12-15 months

Programme Manager: Rachael James
rachael.james@enterprise-ireland.com
Phone: + 353 1 727 2792



New Frontiers

A national entrepreneurial development programme delivered by Institutes of Technology nationwide, New Frontiers offers startup businesses training and mentoring through a comprehensive set of development supports. Participants also receive office space and a €15,000 tax-free participation scholarship.

Cost: Free for participants

Duration: 3 phase programme over 9 months
www.newfrontiers.ie

Programme Manager: Paula Carroll
paula.carroll@enterprise-ireland.com
Phone: + 353 1 727 2561



SHORT PROGRAMMES

Our short programmes offer business leaders quick wins and easy-to-implement ideas to address specific issues and challenges they face as they expand their business.

High Potential Start-Up SPRINT Programme

Delivered in association with the Dublin Business Innovation Centre, the HPSU SPRINT Programme helps startups become investor-ready within 6-12 months. Founders are given a deeper understanding of the sales process, the funding journey and financial management to validate their business proposition.

Cost: €125

Duration: 3 days (1 day per week over 3 weeks)

Programme Manager: Rachael James
rachael.james@enterprise-ireland.com
Phone: + 353 1 727 2792



Agile Business Planning

This programme shows CEOs and two senior team members how to identify their key accelerators and inhibitors to growth. Having progressed, they can create an actionable plan to grow their export potential. Participants also have access to Enterprise Ireland's expert mentor network to help guide their plan's development.

Cost: €300

Duration: Pre-diagnostic / 1 day workshop / 2 x one-to-one implementation sessions

Programme Manager: Jonathan Murphy
jonathan.murphy@enterprise-ireland.com
Phone: + 353 1 727 2694



Excel @ Market Intelligence

This online programme, supported by Business Growth Advisors, helps Irish businesses gain a competitive edge in the global marketplace. Three senior executives learn best-practice techniques for ethically gathering essential information and data from which they can draw insights about their market and competitors.

Cost: €900

Duration: 3 days online

Programme Manager: Paul Browne
paul.browne@enterprise-ireland.com
Phone: + 353 1 727 2329



Investor-Ready

This workshop outlines the various forms of investment available and helps start-up businesses make their investor pitches more persuasive. CEOs and Founders pitch their investment to a panel of experienced venture capital mentors who offer recommendations on fine-tuning the presentation and making it more compelling.

Cost: €50

Duration: 1 day workshop / one-to-one implementation session

Programme Manager: Rachael James
rachael.james@enterprise-ireland.com
Phone: + 353 1 727 2792



Spotlight on Skills

Developed with the Department of Education and Skills, this initiative helps businesses create a detailed skills plan that identifies and addresses critical skills needs. Two senior team members with an understanding of their company's operations and strategy take the course and develop the final plan with the support of Regional Skills Managers.

Cost: Free for participants

Duration: Pre-diagnostic / 1 day workshop / one-to-one implementation sessions

Programme Manager: Helen McMahon
helen.mcmahon@enterprise-ireland.com
Phone: + 353 1 727 2698



Innovation Short Programmes

This series of innovation programmes, for up to three senior team members, will assist companies to develop and implement the appropriate tools, systems and structures required to deliver sustained business growth through innovation.

Cost: €tbc

Duration: Pre-diagnostic / 1 day workshop / post-workshop follow up

Programme Manager: Sean Tobin
sean.tobin@enterprise-ireland.com
Phone: + 353 1 727 2402



Attracting & Retaining Talent

This workshop helps CEOs and two team members attract, retain and develop talent within their business. Participants develop and communicate a compelling employee value proposition that will attract, develop, engage and retain the relevant skills critical to delivering business growth.

Cost: €300

Duration: Pre-diagnostic / 1 day workshop / one-to-one implementation session

Programme Manager: Gemma Conway
gemma.conway@enterprise-ireland.com
Phone: + 353 1 727 2441



Excel @ Customer Value Proposition

This programme helps Irish businesses identify the unique value they bring to customers. Three senior executives, selling high value B2B goods and services will create a clear and distinct value proposition for their target customers.

Excel @ Sales Pipeline Management

This programme teaches up to three senior managers per company to boost their sales lead conversions and grow exports sales faster. The output is a structured sales pipeline process.

Cost: €300

Duration: Pre-diagnostic / 1 day workshop / one-to-one implementation session

Programme Manager: Paul Browne
paul.browne@enterprise-ireland.com
Phone: + 353 1 727 2329



ADDITIONAL SUPPORTS

Enterprise Ireland offer customised Advisory, Online and Financial supports to assist companies as they scale and compete globally.

ADVISORY SUPPORT

Mentor Network

The Mentor Network provides growth-focused Irish businesses access to over 400 highly experienced entrepreneurs/business leaders who offer practical guidance and support, helping business leaders to optimize their growth potential.

Mentors are paid directly by Enterprise Ireland and the financial support is included in any company's state funding record.

Programme Manager: Amanda Kirk
amanda.kirk@enterprise-ireland.com
Phone: + 353 1 727 2899



ONLINE SUPPORT

eilearn... Your Digital Learning Platform

Enterprise Ireland's online learning platform, eLearn gives access to a deep pool of valuable resources and tools. Accessible anytime and from anywhere, it offers expert insights into six key pillars for business growth: Strategy | Sales & Marketing | Finance | Operations | People & Management | Innovation. You can establish your own learning priorities, work to your own timetable and keep in touch with the latest insights into business growth. Visit www.eilearn.ie

Programme Manager: Liam Ryan
liam.ryan@enterprise-ireland.com
Phone: + 353 1 727 2830



FINANCIAL SUPPORT

GradStart

The GradStart Initiative is designed to help mid-size and large Irish companies recruit up to three graduates for a 24-month placement. High Potential Start-Ups and Local Enterprise Office clients can also hire individual graduates. GradStart is also available to Údarás na Gaeltachta clients. Enterprise Ireland subsidises 50% of salary costs (70% if the graduate has a language proficiency), up to €30k per annum.

Programme Manager: Helen McMahon
helen.mcmahon@enterprise-ireland.com
Phone: + 353 1 727 2698



Middle Management Training Grant

This grant helps to fund bespoke management development programmes that improve the strategic, commercial and people-management skills of mid-level management teams. Companies can apply for a 50% grant rate towards the delivery of an approved management development programme, to a maximum expenditure of €70,000.

Programme Manager: Karen Hernández
karen.hernandez@enterprise-ireland.com
Phone: + 353 1 727 2577



To find out more log onto
www.enterprise-ireland.com
www.eilearn.ie