

2022 schedule of events

Inspiring and supporting learning
for personal and career development

Learning from **IGD**

Calendar View Free Learning Events

January	February	March	April	May	June
<div>Create a Growth Mindset and Achieve your Goals</div> <div>Inclusion and Diversity Reverse Mentoring</div>	<div>New Starter Skills course</div> <div>New Manager Skills course - part 1</div> <div>Bite-sized Industry Insights - Store of the future</div>	<div>Supply Chain Mentoring</div>	<div>Inclusion and Diversity Reverse Mentoring</div>	<div>New Manager Skills course - part 1</div> <div>New Starter Skills course</div> <div>How to increase your resilience by managing your energy</div> <div>How to support your team's wellbeing at work</div> <div>Inclusion and Diversity Reverse Mentoring</div>	<div>Be yourself at work: The secret to unlocking a successful career</div> <div>From firefighting to prioritising</div>
July	August	September	October	November	December
<div>New Manager Skills course - part 2</div> <div>Getting good work done when hybrid working</div> <div>Inclusion and Diversity Reverse Mentoring</div>		<div>New Manager Skills course - part 1</div>	<div>New Starter Skills course</div> <div>Struggle: Unlocking creativity in the face of uncertainty</div> <div>Kick-start your career in FMCG</div> <div>Inclusion and Diversity Reverse Mentoring</div>	<div>How to transform meetings</div>	

Course

Self-directed virtual course, approx 1 hr per week across 6-8 weeks

Learning Series

Scheduled series of interactive virtual events, typically 1 hour

Mentoring and Reverse Mentoring

1-2-1 cross-company development opportunity

Calendar View Paid-for Workshops

January	February	March	April	May	June
Successful Category Management Successful Ecommerce Management	Advanced Category Management Techniques Category Leadership Data to Insight Successful Account Management Successful Supply Chain Management	Successful Category Management Successful Shopper Activation Delivering Successful Promotions Successful Account Management In person Win Win Negotiation	Successful Category Management In person Successful Ecommerce Management Advanced Category Management Techniques	Successful Category Management Category Leadership Data to Insight	Advanced Category Management Techniques Successful Ecommerce Management Successful Account Management
July	August	September	October	November	December
Successful Category Management Win Win Negotiation		Successful Category Management Successful Shopper Activation Data to Insight Successful Account Management	Advanced Category Management Techniques Delivering Successful Promotions Win Win Negotiation Successful Supply Chain Management Successful Account Management In person	Successful Category Management Category Leadership Successful Ecommerce Management Data to Insight Successful Account Management	Advanced Category Management Techniques

Detailed View Free Learning Events

Event	Dates	Time	Who it's for?	Learning outcomes
Course New starter skills	17 May - 12 Jul 3 Oct - 28 Nov	Self-directed 8-10 hrs	New starters	<ul style="list-style-type: none">• Feel set up for success and able bring your best to work• Improve awareness of the industry• Explore wider society & shopper trends that shape business decision-making• Opportunity to meet people from across the industry
Course New Manager Skills - Part 1	16 May - 27 Jun 12 Sep - 24 Oct	Self-directed 6 hrs	New and aspiring line managers	<ul style="list-style-type: none">• Develop your confidence as a line manager• Learn how to set up your team for success• Understand how to get the most out of your team
Course New Manager Skills - Part 2	11 Jul - 22 Aug	Self-directed 6 hrs	Recent line managers, and those looking for a refresher	<ul style="list-style-type: none">• Learn how to find an authentic leadership style• Understand how to build a culture in which your team can thrive• Learn tools to lead your team through change
Learning series Be yourself at work: The secret to unlocking a successful career	16 Jun 18 Oct	2hrs 11:00-13:00	New starters	<ul style="list-style-type: none">• Explore why being your true self at work is the most important asset you have• Understand your values and characteristics and how to use them to build relationships confidently

Detailed View Free Learning Events

Event	Dates	Time	Who it's for?	Learning outcomes
Learning Series Getting good work done when hybrid working	19 Jul	1hour 12:00 - 13:00	Functional experts	<ul style="list-style-type: none">Gain key insights and practical strategies that will enable you to find your balance and thrive in the workplace now
Learning Series Struggle: Unlocking creativity and resilience in the face of adversity and uncertainty	13 Oct	1 hour 12:00 - 13:00	Functional experts	<ul style="list-style-type: none">Be introduced to a new way of thinking and talking about struggle – one that not only strengthens our resilience, but also unlocks our creativity amid challenging moments
Learning Series How to transform your meetings	9 Nov	1 hour 12:00 - 13:00	Functional experts	<ul style="list-style-type: none">Explore how to create more effective meetings, which allow people to think more clearly, create better decisions and feel more energised
Mentoring Supply chain	March	Self-directed	Supply chain professionals	<ul style="list-style-type: none">As a mentee - boost your personal development and broaden your understanding of supply chain by learning from leaders outside your own organisationAs a mentor - share your experience and help talented individuals to grow
Reverse Mentoring Inclusion and diversity	Feb, April, May, July, Oct	5 hrs	Mentee role Senior leader, CEO, Director, General Manager, Head of) Reverse mentor those from an under-represented background	<ul style="list-style-type: none">Reverse mentor - share your views on inclusion and connect with a senior leader outside of your own organisationMentee - build awareness of inclusion from a new perspective that will inspire action within your own organisation

Detailed View Paid-for Workshops

We offer small businesses a discount rate on our workshop places and for those booking several places a 5 for 4 discount across all workshops

Event	Dates	Time	Prices Member/Non	Who it's for?	Learning outcomes
Successful Category Management	Mar 29, 30, 31 Apr 20, 21 LIVE May 17, 18, 19 Jul 5, 6, 7 Sep 20, 21, 22 Nov 1, 2, 3	09:45 - 11:30 09:00 - 16:45 09:45 - 11:30 09:45 - 11:30 13:45 - 15:30 09:45 - 11:30	£499/£599 £899/£1,199 £499/£599 £499/£599 £499/£599 £499/£599	Those just starting a career in category management Those working in commercial sales, who want an understanding of category management	<ul style="list-style-type: none">• Practical understanding of the IGD Category Management process• How to deliver a range review and shelf layout• Understanding the key tactics associated with category management
Advanced Category Management Techniques	Apr 12, 13, 14 Jun 21, 22, 23 Oct 4,5,6 Dec 6,7,8	09:45 - 11:30 13:45 - 15:30 09:45 - 11:30 09:45 - 11:30	£499/£599 £499/£599 £499/£599 £499/£599	If you have attended our Successful Category Management workshop, then this is the next step in your learning journey	<ul style="list-style-type: none">• Learn new tools to analyse the data and size the opportunities in your category• Unlock opportunities that bring value for your business and partners• Build more sophistication into ranging recommendations, including building composite ranks• Ensure better implementation of your recommendations with your retail partners
Category Leadership	May 10, 11, 12 Nov 1,2,3	13:45 - 15:30 13:45 - 15:30	£499/£599 £499/£599	If you have attended our Advanced Category Management workshop, then this is the next step in your learning journey	<ul style="list-style-type: none">• Learn what you should embed into your strategic thinking and category development• Ensure productive plans and meetings with your retail partners• Develop effective category visions that gain traction internally and with your retail partners• Lead the category agenda and keep a strategic focus

Detailed View Paid-for Workshops

Event	Dates	Time	Prices Member/Non	Who it's for?	Learning outcomes
Successful Shopper Activation	Mar 29, 30, 31 Sept 6, 7, 8	13:45 - 15:30 13:45 - 15:30	£499/£599 £499/£599	Those new to a shopper activation role or looking for a refresher	<ul style="list-style-type: none">• Ensure effective shopper activation every time• Confidence in building shopper led activation plans• Clarity on how to understand shopper behaviour• Provide you with a vital framework to help deliver great shopper based messaging
Successful Ecommerce Management	Apr 12, 13, 14 Jun 21, 22, 23 Nov 15, 16, 17 Aug 9, 10, 11	13:45 - 15:30 09:45 - 11:30 13:45 - 15:30 09:45 - 11:30	£499/£599 £499/£599 £499/£599 £499/£599	Those who are starting out within the world of Ecommerce. From commercial sales, category management and shopper marketing	<ul style="list-style-type: none">• Understand key influences on the grocery shopper online• How to fix the basics for online shopping – search, taxonomy, image and trade marketing• Online opportunities to influence the shoppers behaviour
Data to Insight	May 10, 11, 12 Sep 6, 7, 8 Nov 15, 16, 17	09:45 - 11:30 09:45 - 11:30 09:45 - 11:30	£499/£599 £499/£599 £499/£599	Category and insight professionals looking to sharpen their data analysis and presenting skills	<ul style="list-style-type: none">• Definition of actionable insight and practical application• Tools to help you uncover the meaningful implications of complex data• The IGD Insight funnel and how can adopt the model to get from data to insight• Build your confidence to deliver insight-led solutions
Win Win Negotiation	Jul 26, 27, 28 Oct 11, 12, 13	09:45 - 11:45 09:45 - 11:45	£499/£599 £499/£599	Commercial professionals looking to sharpen their negotiation skills	<ul style="list-style-type: none">• Understand how to implement the IGD six step approach to conducting commercial negotiations• Recognise and tackle the nuances of dealing with various personality types• Develop a successful negotiation plan to take away and implement back in your role

Detailed View Paid-for Workshops

Event	Dates	Time	Prices Member/Non	Who it's for?	Learning outcomes
Delivering Successful Promotions	May 17, 18 Oct 4, 5	13:45 - 15:30 13:45 - 15:30	£349/£429 £349/£429	Those just starting to look at promotional evaluation more than the immediate uplift or those recently move to national accounts, category management, promotional planning	<ul style="list-style-type: none">How to evaluate a promotion from the point of view of the supplier, the retailer and the shopperBuilding plans that deliver the strategy and your targetsBetter understanding of shopper behaviour with regards promotions
Successful Account Management	Mar 22, 23 LIVE June 14, 15, 16 Sep 20, 21, 22 Oct 18, 19 LIVE Nov 8, 9, 10	09:00 - 16:45 09:45 - 11:45 09:45 - 11:45 09:00 - 16:45 09:45 - 11:45	£899/£1,199 £499/£599 £499/£599 £899/£1199 £499/£599	This training session is a 'how to' guide for all FMCG account managers new to the role or industry, those looking for a refresher, and others in customer facing roles	<ul style="list-style-type: none">Understand the changing roles and responsibilities of account managers and buyers in these challenging times.Tools to support the selling processHow to create great customer business plansRunning effective and successful customer meetings
Successful Supply Chain Management	Jun 14, 15, 16 Oct 11, 12, 13	13:45 - 15:30 13:45 - 15:30	£499/£599 £499/£599	Those who are new to supply chain or may have some experience under your belt but want to deepen your knowledge. You might even be in a commercial role but keen to learn how a strong supply chain can give you a competitive advantage	<ul style="list-style-type: none">Understand the different responses from COVID-19 and how businesses are building resilient supply chains that are future fitGain a greater understanding of the end-to-end supply chainFocus on key customer supply chain strategies and expectationsEvaluate developments taking place in the supply chain and the implications for suppliersUnderstand and enhance collaboration and growth, use it to drive competitive advantage

To find out more about our courses and workshops
on offer and how they can adapt to your needs,
take a look at our website

igd.com/learning

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