

2023 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
	<p>New Manager Skills Part one</p> <p>Inclusion and Diversity Reverse Mentoring</p>	<p>New Starter Skills</p> <p>New Manager Skills Part two</p> <p>Inclusion and Diversity Reverse Mentoring</p>	<p>Supply Chain Mentoring</p>	<p>New Manager Skills Part one</p> <p>Inclusion and Diversity Reverse Mentoring</p>	
July	August	September	October	November	December
	<p>New Manager Skills Part one</p>	<p>New Manager Skills Part two</p>	<p>New Starter Skills</p> <p>Inclusion and Diversity Reverse Mentoring</p>		

Course

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

Mentoring and Reverse Mentoring

1-2-1 cross-company development opportunity

Q1 Calendar View Paid-for Workshops

January	February	March
Successful Category Management	Advanced Category Management Techniques	Successful Category Management In person
Successful Account Management	Successful Account Management In person	Category Leadership
	Successful Revenue Growth Management	Successful Ecommerce Management
	Data to Insight	

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Detailed View Free Learning Events

Event	Dates	Time	Who it's for	Learning outcomes
Course New Starter Skills	01 Mar - 28 Apr 02 Oct - 24 Nov	Self-directed 8 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 One	20 Feb - 31 Mar 08 May - 16 Jun 14 Aug - 29 Sep	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 Two	06 Mar - 21 Apr 11 Sep - 20 Oct	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

Detailed View Free Learning Events

Event	Dates	Time	Who it's for?	Learning outcomes
Mentoring Supply chain	April	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 organisation • As a mentor - share your experience and help talented individuals to grow
Reverse Mentoring Inclusion and diversity	Feb, Mar, May, 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 organisation • Mentee - 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	Jan 17, 18, 19 Mar 29, 30 In person	09:45 - 11:30 09:00 - 16:45	£499/£599 £899/£1,199	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	Feb 7, 8, 9	13:45 - 15:30	£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	Mar 14, 15, 16	09:45 - 11:30	£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 Ecommerce Management	Mar 14, 15, 16	13:45 - 15:30	£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	Feb 7, 8, 9	09:45 - 11:30	£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
Successful Account Management	Jan 17, 18, 19 Feb 1, 2 In person	13:45 - 16:15 9:00 - 16:45	£499/£599 £899/£1,199	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 process How to create great customer business plans Running effective and successful customer meetings
Successful Revenue Growth Management	Feb 21, 22, 23	9:45 - 11:30	£499/£599	This course is perfect for national account managers, experienced category managers, new revenue growth managers and brand marketers looking to expand their capabilities	<ul style="list-style-type: none"> Understand the role of RGM in delivering business performance A clear understanding of profit and the influence of different activities Learn how to evaluate promotions and build strategic promotional plans

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

igd.com/learning

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