

UNLEASH THE POTENTIAL OF YOUR PEOPLE

COURSES & MASTERCLASSES

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Grow Your People & Grow Your Business

Get inspired with our range of courses and masterclasses, covering leadership, personal development, customer service, sales, L&D and young talent.

Engage, motivate and grow your people quickly, boost their careers and retain them to futureproof your business. Target the specific skills your people need right now to deliver big efficiencies and benefits.

Select courses and masterclasses to enhance your other programmes, create course curriculums or choose one-off interventions to plug specific development gaps.

Choose from face-to-face or virtual, or a blend of both. Why not also support ongoing learning and give people access to on-the-go micro-mobile resources via our mobile learning platform?

All courses and masterclasses are tailored to meet your business and your exact outcomes, and all learners get a highly personalised experience. Relevant content combined with highly practical and participative activities powerfully embed learning back into the workplace.

An accelerated learning design methodology, drawing on an extensive library of resources and media enables us to create exciting, fast paced and stimulating experiences that boost confidence and capability in equal measure.



Over 145,000 people trained



Outstanding satisfaction score of 99.1%

CREATING MEASURABLE RESULTS

Head of HR, Synergy Health



They were the only supplier that thoroughly thought through how the success would be measured. I would use Linac again.

They feel like part of your organisation - but they will challenge and question with positive intent, inspired, I think, by the belief that even when it's good, it can always be better.

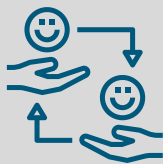


You Choose the Delivery Format

Explore our in-person and virtual options to give you the training and flexibility you want. Whether delivery is at a venue or on-site, face-to-face, online and virtual, via one-to-one coaching, or action learning sets, or any combination of these, you choose.

Our delivery methods enable you to reach across the miles. We help to balance your schedule and budget, while bringing colleagues together around a common purpose, increasing levels of collaboration and peer-to-peer learning.

We also offer a fully out-sourced solution where we manage the whole process for you. This includes the communications, notifications and reminders to delegates and line managers, along with the full administration of venue booking and management, feedback and reporting, travel and accommodation, catering and special requirements.



EXISTING PROGRAMMES

Combine facilitator-led training and digital content to enhance wider existing programmes. Splice in a range of courses and masterclasses to take care of specific gaps outside of the core development pathway.



LIVE CLASSROOM

Receive inspirational, engaging, hands-on training, collaborate with peers and gain real world practical skills in a supportive and accelerated learning environment with our subject matter experts.



ACTION LEARNING SETS

Bring together small groups for action learning and peer-to-peer coaching. Increase collegiate networking and collaboration, break down silos, connecting learning across the miles.



COACHING

Coaching interventions empower and accelerate the ownership for individual change, improving personal productivity and performance, nurturing your existing and future talent.



VIRTUAL CLASSROOM

Real time facilitator-led online virtual training, accessible whenever and wherever. Highly participative through group activities and exercises for collaboration and shared learning.



MOBILE LEARNING

Leading-edge micro-mobile learning that's media rich and accessible anywhere. Track learner progress and measure results. Automation allows you to deliver personalised learning quickly.

LEADERSHIP

The precise skills for great leadership can be learned. However naturally leadership may appear to come to some, everyone has to work on themselves. The traits and skills necessary to be an effective leader can be developed and learned, fine-tuned, practiced and improved over time. No leaders have the required skills honed from day one.

Our courses and masterclasses inspire, energise and ignite passion so your leaders become an unstoppable force - adept and agile communicators, capable of making the tough calls and masterminding and accelerating change to deliver powerful performance.

Leading My Self

- Emotional Intelligence & Self-Awareness
- Impact & Influencing Skills
- Handling Difficult Conversations
- Personal Productivity
- Appraisal skills
- Presenting with Impact
- Personal Resilience & Wellbeing
- Effective Communication Skills
- Assertiveness Skills

Leading My Team

- Developing High Performing Teams
- Developing a Team Charter
- Goal Setting
- Navigating & Leading Change
- Coaching Skills
- Remote & Virtual Team Working
- Leading Effective Meetings
- The Art of Motivation
- The Art of Delegation
- Performance Management

Leading My Business

- Thinking & Formulating Strategy
- Developing a Leadership Brand
- Enterprise Strategic Leadership
- Developing a High-Performance Culture
- Executive Presence & Gravitas
- Leading in a VUCA World
- Leading Across The Miles
- Relationships & Networking

Specialist Masterclasses

- Neuroscience of Difficult Conversations Masterclass (ILM Accredited)
- Leadership Horsepower Masterclass (A Unique Equine Experience)
- Speaking Professionally Masterclass



PERSONAL DEVELOPMENT

We all need to be effective in role and viewed by others as credible and professional. Where credibility exists, it is easier to influence others, drive results, and deliver our messages on-point and gain commitment. We believe that personal development and growth should be an ongoing process for everyone.

Courses

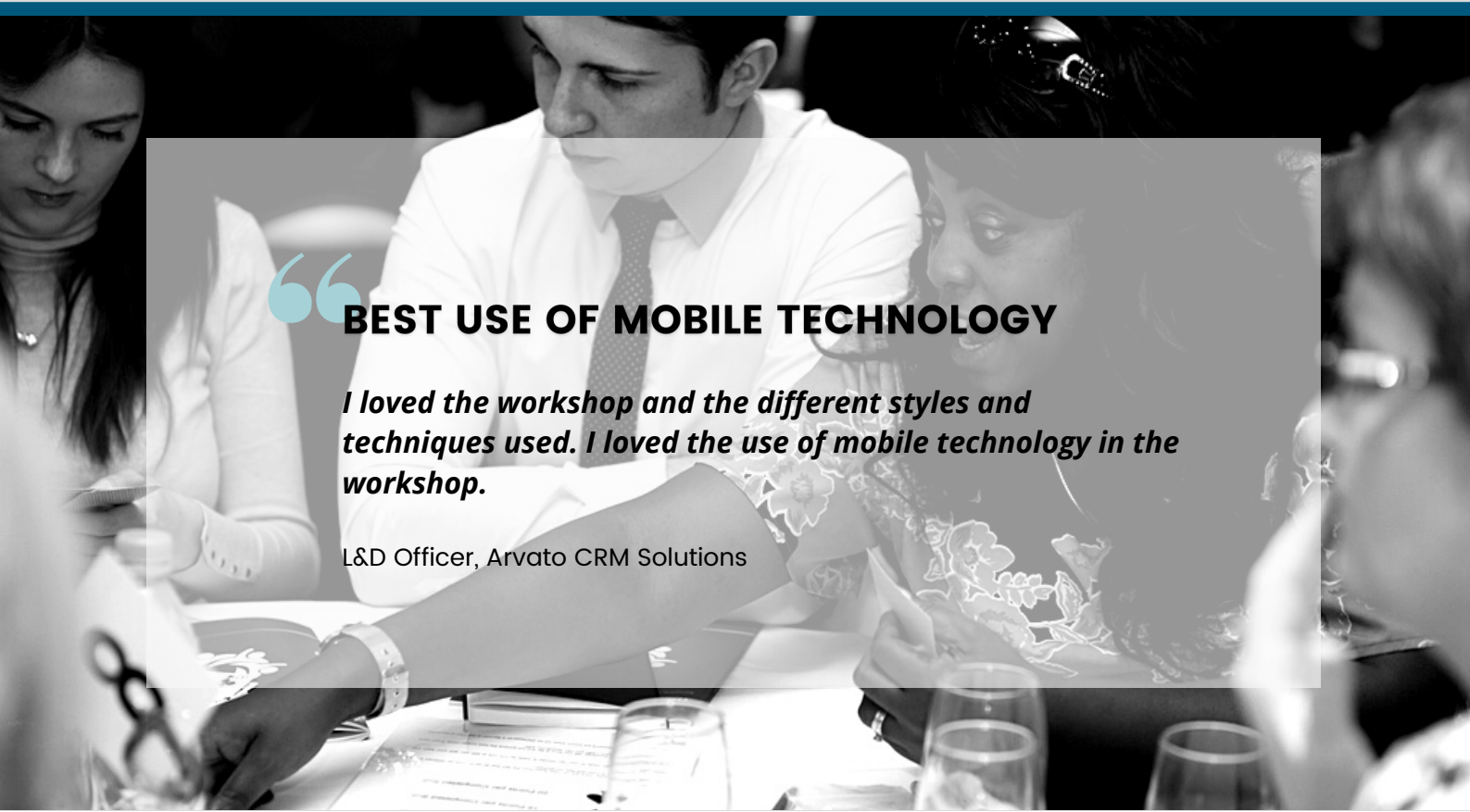
- Effective Feedback Skills
- Developing my Brand
- Coping with Change
- Creative Thinking
- Productivity & Time Management
- Impact & Influencing Skills
- Communication Skills
- Presenting with Impact
- Assertiveness at Work
- Building Resilience & Managing Stress
- Playing your A-Game
- Written Communication Skills
- Emotional Intelligence & Self-awareness
- Mentoring Skills
- Coaching Skills
- Interviewing Skills
- Performance Management
- Project Management Skills
- Creating Personal Development Plans
- Stakeholder Management



BEST USE OF MOBILE TECHNOLOGY

I loved the workshop and the different styles and techniques used. I loved the use of mobile technology in the workshop.

L&D Officer, Arvato CRM Solutions



CUSTOMER SERVICE

Customer psychology and behaviour has changed. It is incredibly complex and needs to be understood to not only survive, but thrive in the age of expected exceptional experience. Customers are adept at defining their own solutions and customer teams need to abandon convention.

Creating distinguishing services and competitive advantage stems from the delivery of exceptional customer service and after care. Putting the customer first has never been more important than in today's new-digital age. Digital data satisfies customer curiosity in an instant and accelerates buying decisions. Organisations that grasp this concept and develop innovative strategies surpass the competition and those that don't, ultimately pay the price.

Empower your people to increase repeat business, improve customer relationships and increase satisfaction levels by embedding the skills and techniques to deliver excellent customer service.

Courses

- Creating a Seamless Customer Service
- Delivering Value & Excellence
- Developing a Customer Service Charter
- Personal Impact & Building Rapport
- Building & Retaining Customer Relationships
- Developing Resilience
- Using Positive Persuasive Language
- Handling Customer Complaints
- Developing Customer Service Excellence
- Coaching Customer Service Teams
- Face-to-Face, Telephone & Written Communication Skills



DYNAMIC TRAINING BOOSTS CONFIDENCE

Manager, Charles Wells



Very useful, interesting and dynamic training. I feel more comfortable and confident now, a big difference in only one day. Great interaction and I have learnt so much in such a short time.



SALES

Modern selling requires salespeople to get creative and personal. They need to stand out from the competition, listen sharply and engage subtly but precisely, while all of the time putting the customer first.

In today's ever-changing sales environment, traditional sales approaches no longer work. Buyers have information at their fingertips. Accelerated response times and deeper, more personal relationships are what build trust and drive sales.

Selling Skills

- Emotional Intelligence & Selling
- Effective Negotiation Skills
- Sales Presentation Skills
- Consultative Selling
- Virtual Selling
- Face-to-Face Selling
- Telesales Skills
- Questioning & Active Listening Skills
- Handling Objections
- Storytelling for Sales
- Writing & Negotiating Bids
- Prospecting & Networking

Account Management

- Leading a Sales Team
- Account Management
- Sales & Pipeline Management
- Sales Coaching Skills

Specialist Masterclasses

- Advanced Negotiation Skills
- Neuroscience of Sales Skills
- Advanced Sales Presentation Skills

VITALITY SEE IMMEDIATE RESULTS

Head of Sales, Vitality



The team at Linac were extremely interested in our business and our specific needs around advanced negotiation skills. Our teams engaged incredibly well with them. The learning was fun and very well balanced, and we will see immediate results.



LEARNING & DEVELOPMENT

A range of specialist courses and an ILM accredited masterclass for learning and development teams, trainers, designers and assessors. Whether starting out or looking to develop your professional training skills and credentials further, our courses take you to the next level, and boost your know-how and capability.

The ILM Accredited ground breaking Neuroscience of Learning Trainers Masterclass focuses on the very latest neuroscience research and knowledge of brain learning function. Trainers equipped with this knowledge will revolutionise their approach to both delivery and design.

Courses

- Train the Trainer
- Train the Trainer for FMCG
- Virtual Train the Trainer
- Accelerated Design Principles
- Train the Assessor
- ROI from Learning

Specialist Masterclass

- Neuroscience of Learning Trainers Masterclass (ILM Accredited)



TAKING DELEGATES TO THE NEXT LEVEL

Learning & Development Manager, Pelsis

You think you know how to train people? THINK again! Amazing course that takes you to the next level.

DELIVERING CONFIDENCE & CREDIBILITY

Head of Learning & Development, Cath Kidston

We have really benefited from the ROI development received from Linac. It has got us thinking in new ways and helped our approach and delivery to be far more commercial, giving us confidence and credibility within the business.





YOUNG TALENT

We believe that investing in young talent is pivotal to the success of the economy, after all our future will be built by the next generations. Our approach to supporting young talent is simple. It needs to start early on, providing them with the tools and capabilities to thrive in role and in life.

With a long history of supporting young people during that transition from education to employment and beyond, we ensure they develop the right skills from a young age that will serve them throughout life, through a mix of face-to-face workshops, remote sessions, mentoring, coaching and on-demand digital content. This ensures the transition from education to employment, and the wellbeing of your new talent is fully supported, setting them up to thrive and to go on to become your future leaders.

Courses

- Play your A-Game
- High Performance Team Working
- Crystal Clear Communication Skills
- Navigating Your Day
- Time Management

For Managers

- Landing Young Talent in the Business

“

IT WAS AN INCREDIBLE DAY SPENT WITH LINAC. WE ALL LEARNT SO MUCH ABOUT OURSELVES, EACH OTHER AND THE BUSINESS. I'M FEELING REALLY MOTIVATED AND CAN'T WAIT TO START PLAYING MY NEW 'A' GAME.

Apprentice, Mars

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Ready To Chat?

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