

# Business to Business Mentoring

- Tangible results for all
- Personal development for senior staff
- Support other companies



Quality training to develop your management capabilities

Allow your managers to share their skills and knowledge

Take part in a recognised corporate responsibility programme

The Park Royal Partnership **Business to Business Mentoring** programme is delivered in partnership with the European Business School London (EBSL).

Senior managers from established large companies mentor directors of small businesses.



By sharing their expertise, your senior managers can gain a highly relevant, experiential personal development opportunity. Mentors can use learning to gain credits from EBSL to count towards a business diploma or degree.

## The mentor must commit:

- To provide a minimum of 6 one-to-one contact sessions (approx one day per month or equivalent). These can be face to face, email and/or telephone.
- To provide a record of contact for each session held
- To present reports of the mentor partnership
- To attend three mentoring and coaching training seminars at the European Business School, and two mid-term sessions at PRP.

## In return, the mentor's company gets:

- High quality training through an Open University accredited course at the EBS, validated to contribute to a recognised business diploma or degree
- Personal development offered to senior members of your staff
- The opportunity of being involved in sharing best practice through a recognised corporate responsibility programme
- Effective links with other local companies, to enhance your supply chain

Businesses for whom we seek mentors are mostly in logistics, creative industries, fast moving consumer goods, construction, fashion, retail, IT and printing categories.

## Mentors can help small and medium-sized companies to focus on:

- Business planning and finance
- Tender applications and contracts
- Marketing/branding
- Staff training/HR concerns
- Operations: performance and monitoring methods
- How to upscale production and streamline machinery
- Implementing safety legislation and risk assessment measures
- Information communication technology
- E-marketing
- Approaches to lessening environmental impact
- Working towards quality awards accreditation to measure success
- New product development

Mentors who have participated in the programme include senior managers from **John Lewis Partnership, Sodexho Prestige, McVities, Vital International Group, TNS, NEC and Katsouris Fresh Foods.**

Four of these managers have already obtained the degree unit from their time spent as mentors.

