



Programme Prospectus & Preferred Supplier Listing



The Plunkett House, 84 Merrion Square, Dublin 2.

Tel: 01 676 4783

Email: info@icosskillnet.ie

www.icosskillnet.ie



The ICOS Skillnet is a network of member co-operatives nationwide. Members use the network to avail of grant-assisted training and networking opportunities for their owners, managers and staff. We believe that members need to improve the skills of their workforce if they are to grow and be successful in today's business environment.

The network's long term strategy is to continue in supporting the co-op and agri-business sectors in meeting their training & development needs to sustain competitiveness and growth for the sectors.

ICOS Skillnet is co-funded by Skillnet Ireland and member companies. Skillnet Ireland is funded from the National Training Fund through the Department of Education and Skills.

www.icosskillnet.ie

ICOS Skillnet is co-funded by Skillnet Ireland and member companies. Skillnet Ireland is funded from the National Training Fund through the Department of Education and Skills.



An Roinn Oideachais
agus Scileanna
Department of
Education and Skills



Table of Contents

| | |
|--|----|
| About ICOS Learning & Development Team | 5 |
| Online Training through ICOS Skillnet | 9 |
| 2e Technical Development Ltd | 10 |
| Call Focus | 11 |
| Cenit College | 13 |
| Chris Mee Group | 15 |
| Code Blue Medical Services | 18 |
| Compupac IT Solutions T/A NorthWest Computers | 19 |
| E-Bridge Training Limited | 20 |
| Food Technical Services | 21 |
| FRS Training | 23 |
| Future People Ltd | 25 |
| Gary Flood Communications Training and Consultancy | 28 |
| Harvest Resources Limited | 29 |
| HC Financial Training | 30 |
| Ibec - Irish Business & Employers Confederation | 31 |
| Irish Business Training Ltd (IBT) | 33 |
| The Irish Co-operative Organisation Society (ICOS) | 34 |
| Irish Institute of Training & Development (IITD) | 35 |
| Invisio | 38 |
| Keith Harford: Business Advisors & Trainers | 39 |
| Kotinos Partners | 41 |
| L2 Cyber Security Solutions | 43 |
| Learn Skills | 44 |
| May Day Management Consultants | 46 |
| MCX Training & Development | 47 |
| Medicall | 48 |
| Monere | 50 |
| OLAS Software Training & Development | 53 |
| OMT Global | 55 |
| Optima Training & Consulting | 57 |
| Optimum Results Ltd. | 59 |
| Paramount College Ltd | 61 |

| | |
|--|----|
| Process Management Services Ltd | 65 |
| Professional Training Solutions Ltd | 66 |
| South East College (SEC) of Further Education & Training | 67 |
| SQT Training Ltd | 68 |
| Stanstone Holdings | 69 |
| SureSkills | 70 |
| Teagasc | 72 |
| University College Cork | 73 |
| The Garden School | 77 |
| Western Management Centre | 78 |
| You Are The Difference Limited | 81 |

About ICOS Learning & Development Team



Billy Goodburn

Head of Learning & Development

Direct Line: 01 6131349

Mobile: 087 1265542

Email: billy.goodburn@icos.ie

Biography:

Billy is the Head of Learning & Development and has overall responsibility for the training function, with a specific responsibility for the development of a training regime, which ensures that the training needs of the industry are identified and met in line with the country's National Skills Strategy. He has also been an integral player in the drive to raise the standards across the sector through his involvement in the development of industry specific training initiatives and participation on the Expert Group for Future Skills Needs.

Billy has chaired a number of groups and is a key figure in industry as a representative to various bodies including Educators, Social Partners, Industry Sectors, Regulators, Government Ministerial Offices, Trade Associations, Funding Agencies, and Standards Development at both a National and International Levels.

With over 20 years' experience in Industry he brings a wealth of knowledge and expertise which ensures the highest level of quality in the services provided.

About ICOS Learning & Development Team



Breeda Flood

ICOS Skillnet Operations Manager

Direct Line: 01 6131348

Email: breeda.flood@icos.ie

Biography:

Breeda Flood is the ICOS Skillnet Operations Manager responsible for the co-ordination of training courses and events and management of finance, budgeting and customer relationships. She has worked in the training wing of ICOS since 2006 and has been involved from inception with the ICOS Skillnet. She is secretary of the ICOS Skillnet Steering Group and plays an integral role in strategy, planning and implementation of training initiatives for ICOS Learning & Development.

Her background prior to working for ICOS was in advertising, marketing, finance and event management. Her entrepreneurial expertise is evident through her successful ownership of an event management company with clients including Diageo, Nestle, Chanel and L'Oréal. She has international experience in the Irish, UK and South African business sectors.

About ICOS Learning & Development Team



Brónagh Molloy

ICOS Skillnet Project Administrator

Direct Line: 01 6131349

Email: bmolloy@icos.ie

Biography:

Brónagh Molloy is the ICOS Skillnet Administrator responsible for managing all training records, circulation of relevant documentation to training suppliers, venue bookings, issuing and distribution of certificates, managing online training, updating social media, administration of the ICOS Skillnet website and updating the ICOS Skillnet data capturing programme Sonrai.

Brónagh has a BA Honours Degree in Business & Arts Management from IADT. Prior to working for ICOS she worked in various roles including Arts Administration, Insurance Claims Handling, and Banking Customer Service Agent. Brónagh joined the learning and development team in 2018 and plays a central role in the training wing of ICOS.



*Tell me and I'll forget. Teach me and I'll remember.
Involve me and I'll learn.*

Benjamin Franklin

Online Training through ICOS Skillnet

ICOS Skillnet promotes FREE online learning through our online learning platform to further enhance learning opportunities for our member co-operatives.

Programmes, currently available on the platform include:

1. Understanding Health & Safety in the Irish Workplace
2. Understanding Customer Service in Ireland
3. Negotiation Skills
4. Effect Communications in the Workplace
5. Time Management
6. Team Leading Skills
7. Conflict Resolution
8. Interview Preparation
9. CV Preparation
10. Start Your Own Business
11. Emergency Response Training
12. General Security in Aviation Training (GSAT)
13. Basic Fire Safety Awareness
14. Introduction to Retail Security
15. Microsoft Office Excel – Levels 1-3 (beginner, Intermediate & advanced)

Currently we are offering FREE PLACES to our co-operatives members, on any of our online courses as part of a continuous professional development programme for the sector.

To avail of this offer, just contact Billy or Breeda on 01-6131348 or email billy.goodburn@icos.ie

Company Name

2e Technical Development Ltd

Company Biography

Established in 2010 by Dr. John Tuohy (formerly General Manager of Moorepark Technology Ltd and Principal Research Officer, Teagasc Food Research Centre, Moorepark), 2e Technical Development Ltd (2eTD) provides R&D Outsourcing, Innovation Management, Technical Training/Mentoring and Consultancy services to leading domestic and international companies in the Dairy, Food and Bio-processing industry sectors.

Key trainers

Dr. John Touhy

Courses provided by the organisation

1. Introduction to Milk Processing
2. Unit Operations in Dairy Technology
3. Introduction to Open Innovation
4. Customised courses in Dairy Technology

Company Name

Call Focus

Company Biography

Call Focus was set up in 1999 by Karen Sommerville, offering a wealth of experience in many areas of communications, sales, customer service & business etiquette training. As specialists “effective customer communications”, Karen has accumulated over 30 years’ experience working with a wide range of industry sectors, leading business associations and Skillnet groups.

As a sole trader, Karen is in a unique position to offer clients training that can be customised to suit their exact needs. This starts from taking the brief, to the design and preparation right through to the delivery of training and post evaluation. As a result, Call Focus is able to very effectively measure and evaluate the effects of the learning in great detail. This in turn allows Call Focus to constantly update workshops based on customer’s reaction and feedback. Karen regularly receives 85% on her workshops. reaction and feedback. Karen regularly receives 85% on her workshops.

Website: www.callfocus.ie

Blog: www.callfocus.ie/blog

Email: ksommerville@callfocus.ie

Key trainers

Karen Sommerville

Courses provided by the organisation

Sales training

1. Sales planning & lead generation
2. Sales – the Art of Selling
3. Cold calling & appointment setting skills
4. Effective telephone sales techniques
5. Proactive telephone sales
6. Handling Inbound Sales Enquiries and Bookings
7. Making the most of your contacts
8. Retail Sales Skills

Customer service training

1. Delivering essential customer service skills
2. Customer service & complaint handling
3. Customer service & telephone complaint handling
4. Customer service & complaint handling for Telephone & email
5. Sales through service
6. Consumer Law ready

Other areas of personal development

1. Business writing & email etiquette
2. Essential email etiquette
3. Effective time management
4. Successful communication skills
5. Professional Telephone Skills
6. Receptionist Skills
7. Successful Cash Collection by telephone

Company Name

Cenit College

Company Biography

Cenit College has been providing high quality education and skills based training & development since 2001. With our extensive knowledge and experience that transcends several industry domains, we efficiently and effectively provide the services of more than 50 trainers and speakers that best meet your industry needs. Our rigorous screening and selection process ensures that our representatives have been selected on the basis of their proven professionalism, experience and expertise in their field.

We are one of the largest and most experienced contracted training provider for all 16 ETB’s throughout Ireland. Cenit College is also a gold star provider of tuition for the leading Irish professional accounting bodies. We offer both classroom and online based training through our contracted, corporate and private training programmes. As a recognised Pearson Vue examination centre and QQI accredited, we offer a one stop shop for all our client’s training needs.

Key trainers

| | | |
|-----------------|--------------------|------------------|
| Colm Foely | Scott Wilson | Maria Whelan |
| John Kelly | Francesca Mangano | Mary Rose Jordan |
| Tena Sheil | James Kearney | Dawn Andrews |
| Tom Kane | Tom Maher | Dr Aine McKenna |
| Patrick Carroll | William MacDonnell | Yvonne Flynn |
| Brian Rogers | Paul Commisky | Eileen McDonald |
| Perri Williams | Tom Birney | Tony McCarthy |
| Owen McKeowan | Kieran Comerford | Eamonn McCarthy |

Key Trainers Cntd..

Simon Grogan

Derek Stafford

Jim O’Sullivan

Stephen Mernagh

Eileen Moloney

Ronan Murphy

Steffi Arand

Tara Collins

Patricia Reddin

Geraldine Meehan

Caroline Nijs

Tony Duffy

Marguerite Ryan

Claire Duffy

Kieran McKenna

Eddie Doocey

Courses provided by the organisation

1. *Accounting and Finance*
2. *Information Technology*
3. *Data Science*
4. *Microsoft Office Applications*
5. *Business and Management and Soft Skills*
6. *Manufacturing*
7. *Project Management*
8. *Security*
9. *Healthcare*
10. *Customer Service*
11. *Career Planning and Personal Development*

Company Name

Chris Mee Group

Company Biography

The Chris Mee Group is a leading provider of professional services in Health & Safety, EHS, Energy, Environmental and Carbon Emissions.

CMSE are leading Safety Consultants and Trainers in Ireland with offices in Dublin and Cork with three main divisions Consultancy, Training and Recruitment.

Key trainers

Gary Horgan

Lisa Walsh

Karen Cummins

Greg Quinn

Denis Mulcahy

Richie Elliott

Paul O Regan

Brian Keane

Eamon Mc Avoy

Julie Clarkson

Gregg Hannon

Martin Ahern

George Buttimer

Des Brennan

Tadgh O Mahony

Jason Kelly

Courses provided by the organisation

Construction Safety

1. IOSH Project Supervisor Design Phase(PSDP)
2. IOSH Project Supervisor Construction Stage (PSCS)

Instructor Courses

1. VDU Assessors
2. QQI Training & Evaluation

Safety Management Courses

1. NEBOSH Int General Safety Certificate
2. NEBOSH Fire Safety Certificate
3. QQI Health & Safety at Work
4. QQI Safety Representative
5. Accident Investigatio

Health & Safety for Managers

1. IOSH Managing Safely
2. IOSH Managing Safely(Construction)
3. IOSH Working Safely
4. IOSH Explosion Safety
5. IOSH Leading Safely
6. IOSH Machinery Safety
7. IOSH Managing Safely in Construction Refresher

Employee Training Courses

1. Chemical Awareness
2. Working at Height
3. Basic Food Hygiene (with HACCP)
4. Advanced Food Hygiene
5. Asbestos Awareness
6. QQI Occupational First Aid
7. First Aid Refresher
8. Basic/Emergency First Aid
9. AED
10. MEWP(Scissors or Boom)
11. Decision Driver Training

Fire & Emergency Response Training

1. Confined Space
2. HAZOP
3. ATEX Awareness
4. Fire Warden
5. Fire Extinguishers
6. Breathing Apparatus (Beginner)
7. Breathing Apparatus (Refresher)
8. Incident Commander
9. Basic Marine Fire Fighting
10. Advanced Marine Fire Fighting



When planning for a year, plant corn. When planning for a decade, plant trees. When planning for life, train and educate people.

Chinese Proverb

Company Name

Code Blue Medical Services

Company Biography

Fully-accredited by the American Heart Association, Advanced Life Support Group (UK) and Irish Heart Foundation, Code Blue courses are delivered by experienced, healthcare professionals – doctors, ED/ICU/CCU nurses, paramedics. From basic first aid to advanced life support, Code Blue is also one of Ireland's Leading Pre-hospital event medical service providers.

Key trainers

Tom Giffney

Glen Ellis

Ronan Moore O'Ferral

Courses provided by the organisation

1. Occupational First Aid
2. Manual Handling
3. Fire Safety and Management courses
4. Advanced Cardiac Life Support
5. CPR Basic and Advanced Training

Company Name

Compupac IT Solutions T/A NorthWest Computers

Company Biography

Since 1998 North West Computers have provided the highest quality of training programmes. We deliver contracted training on behalf of the ETB's / SOLAS / FAS in ECDL and Computer Applications along with Corporate Training. We are privately registered with Microsoft.

We have four training rooms, two in our Sligo centre and two in our Letterkenny centre with 80 + laptops available for our training requirements. We use the most up to date software available.

Key trainers

Andrea Gallagher
Ursula O'Rourke
Paul McGettigan
Geraldine Gorman

Courses provided by the organisation

1. Microsoft Access – Introductory – Intermediate - Advanced
2. Microsoft Word– Introductory – Intermediate – Advanced
3. Microsoft Excel– Introductory – Intermediate – Advanced
4. Microsoft Outlook
5. Microsoft PowerPoint

Company Name

E-Bridge Training Limited

Company Biography

E-Bridge Training Limited was founded in 2001. We deliver fully customisable training solutions in the area of IT Applications and Soft Skills and blend both in order to provide a complete solution. E-Bridge guarantees consistency with regard to delivery and content of all our courses. We are flexible with regard to duration and timeframe and will work closely with members in order to deliver a tailored solution that delivers exactly what is required.

Key trainers

Marieanne O’Driscoll
Sinead Goggin
Patricia Clery
Aileen Leahy

Courses provided by the organisation

1. MS Office applications (All Levels)
2. MS Excel
3. MS Word
4. MS PowerPoint
5. MS Visio
6. MS Access
7. MS Project
8. MS Outlook etc.
9. Practical Productivity using MS Outlook’
10. Introduction to Excel Dashboards
11. Effective Presentation Skills (1 day programme)
12. Complete Presentation Skills (2 day programme)
13. Customised training – we are happy to customise the training both in content and duration in order to suit your organisation and staff.

Company Name

Food Technical Services

Company Biography

Providing help and support for food companies of all sizes in preparation for and achievement of accredited standards such as BRC, FSSC 22000 and retailer standards. Implementing effective and easy to use food safety and quality management systems. Internal and supplier auditing. Training (Food Hygiene, HACCP, Auditing). Nutritional value determination and ingredient list preparation.

Key trainers

Edwin Tutty

Courses provided by the organisation

1. Basic Food Hygiene & HACCP Training
2. HACCP Training
3. Food Safety and Hygiene Management for Managers
4. Auditing Training (internal / supplier)



An organisation's ability to LEARN, and translate that learning into ACTION rapidly is the ultimate COMPETITIVE ADVANTAGE.

Jack Welch

Company Name

FRS Training

Company Biography

FRS Training has been providing accredited and non-accredited training courses for over 20 years. We are a QQI, City and Guilds and Lantra approved training provider and have 6 training centres in Ireland supported by a head office based in Roscrea which provides a central administration and accounts centre. We can provide training nationwide and have full suite of training courses including agricultural, horticultural, health & safety and people skills training.

Website: www.frstraining.com

Email: jdockery@frstraining.com

Key trainers

| | |
|-----------------|-------------------|
| Tom Duffy | Seamus O’Riain |
| Noel Fitzgibbon | Val O’Connor |
| Pat Reilly | Seamus Whelan |
| Kevin o Connor | Christine O’Dwyer |
| Vincent Nally | |

FRS QQI Accredited Courses:

| | | |
|--|---|-------------------------|
| Horticultural Tools and Equipment | 4 | Major Horticulture |
| Home Repairs and Maintenance | 4 | Major Employment Skills |
| Handling Food Hygienically | 4 | Major Employment Skills |
| Plant Identification, Care and maintenance | 4 | Major Employment Skills |
| Career planning | 4 | Major Employment Skills |
| Information Technology skills | 4 | Major Employment Skills |
| Tractor Operations | 5 | Major Agriculture |
| Traditional stonewall Construction Skills | 4 | Major |

| | | |
|--|---|-------------------------------|
| Chainsaw Operations | 5 | Major Forestry |
| Customer Service | 5 | Major Business Administration |
| All Terrain Vehicle operations | 5 | Major Agriculture |
| Boom Sprayer Pesticide Application | 5 | Major Agriculture |
| Hand Held Pesticide Application | 5 | Major Agriculture |
| Woodcraft | 4 | Major Employment Skills |
| Supervisory Management | 6 | Major Business |
| Landscape Construction and maintenance | 5 | Major Horticulture |
| Floor and Wall Tiling | 3 | Major Employability Skills |
| Food Hygiene | 5 | Major |
| Food safety and HACCP | 5 | Major Food Science |
| Healthcare Support | 5 | Major |
| Retail Selling | 5 | Major |
| Retail Administration | 5 | Major |

Other Courses

- Solas Safepass
- Solas Machine Tickets, MEWP & HIAB Training
- Solas Scaffolding Courses
- Manual Handling
- Patient Moving and Handling
- Abrasive Wheels
- Forklift – Beginners, Experience and Refresher
- Health & Safety
- VDU Assessment
- Fire Safety
- Chemical Awareness and Safety
- Arc Welding

Company Name

Future People Ltd

Company Biography

Future People Ltd was established in May 2011 as a leading-edge IT training company based in Tipperary. We deliver training for private companies from SME's to multinationals all across Ireland. We have worked with private companies to deliver training to fill key roles within their organisations. We have also trained over 700 Job Seekers through Skillnet Job Seeker Support programmes and Momentum Skills programmes since 2012 to date. These range from Level 5 programmes up to high level 7 Industry recognised training programmes across several rural towns in Ireland and larger cities such as Dublin, Cork, Limerick and Galway.

Key trainers

Liam Dillon
Lee McKeown
Tony Sweeney
Stephen Cox
Raphael Parea
Charlie Mernagh
Tanya Frost O Grady
Susan Fitzgerald
Liam Ryan

Courses provided by the organisation

Soft Skills

1. Customer Service
2. Sales Negotiation
3. Retail Sales/Skills
4. Effective Selling

Health & Safety

1. Occupational First Aid
2. Abrasive Wheels Training
3. Work at Height
4. Fire Safety

Information Technology

1. IT infrastructure
2. Microsoft Office
3. Project Management
4. Computers for Engineers
5. Application and Web Development



The capacity to learn is gift; the ability to learn is a skill; the willingness to learn is a choice.

Brian Herbert

Company Name

Gary Flood Communications Training and Consultancy

Company Biography

Gary Flood Communications Training and Consultancy offers communications training and consultancy to corporate and public organisations. Gary Flood has had a long career in television and communications in Ireland.

He has experience in the corporate communications sector as a consultant and writer for a number of brands including Virgin Media Ireland and Ulster Bank.

He has worked as a producer, director and writer on a wide variety of TV productions including The Late Late Show, Open House, The Afternoon Show, Kelly, The Restaurant, Operation Transformation, Bull Island, Super Garden, Crossfire, Garda Down Under and Take Me Out.

Gary believes that clear, open and honest communication is essential to success in work and in day-to-day life.

Key trainers

Gary Flood

Courses provided by the organisation

1. Communicate to Influence - Inspire and activate your audience
2. "Present Like A Pro" - Killer executive presentation skills
3. "Get Rid of the Guff" – Crystal clear, jargon-free, executive communication
4. Finding your Voice – When you speak people WILL listen
5. Conflict Management
6. One-to-one communications coaching at management at executive level
7. Media Training - Telling your story to the world
8. Business Writing Skills/Technical Summary Skills



Company Name

Harvest Resources Ltd.

Company Biography

We are a dedicated team of learning specialists and innovators. We design and deliver world class learning solutions for our clients. Our mission is to drive growth and business success for individuals and organisations through the application of our tailored learning solutions. We partner with you to create and deliver bespoke, innovative learning and development solutions to target your specific business needs.

Website: www.harvest.ie

Email: hello@harvest.ie

Key trainers

Breege McManus

Yvonne Quinn

Paul Barnwell

Milla Clynes

Courses provided by the organisation

- Business Leadership Training
- Supervisors Training
- Performance Management

Company Name

HC Financial Training

Company Biography

HC Financial Training offers financial training and consultancy advice to companies and organizations in Ireland and overseas. Our goal is to make sure you achieve business success. We will equip you with the skills you need to improve your financial and commercial decision making, maximize the bottom line and reach your financial targets.

The principals Hilary Hough and Moira Creedon have been delivering financial training programmes all over the world for many years. Both are highly experienced practitioners with a wide range of experience in all aspects of financial management with significant experience in business management as well as financial training and consultancy.

While our primary skill is in making finance and accounting easily accessible for non-financial managers and non-executive directors we can deliver a wide range of other business management programmes through our highly skilled network of associates.

Key trainers

| | |
|---------------|---------------|
| Hilary Hough | Gerry Clancy |
| Moira Creedon | Marie Collins |
| Miriam Byrne | Paul Dicker |
| Peter Byrne | Noel Gilmer |

Courses provided by the organisation

1. Finance for Non-Financial Managers
2. Finance for Non-Executive Directors of Co-Ops
3. Co-operative Management Skills
4. Corporate Governance
5. Business Planning
6. Business Strategy
7. Business Leadership
8. Essential HR Practices
9. Effective Selling Skills
10. Communicating to Influence
11. Executive Coaching

Company Name

Ibec - Irish Business & Employers Confederation

Company Biography

Ibec is the group that represents Irish business both domestically and internationally. It has over 180 professional services staff in seven locations and is the umbrella group of over 40 different sectoral industry associations. It has over 7,500 members; home grown, multinational, big and small, spanning over every sector of the economy. Together they employ over 70% of the private sector workforce in Ireland.

Key trainers

Claire Jones

Olive Fives

Trevor Stafford

Patricia Sugrue

Courses provided by the organisation

Management Development Programmes

1. Ibec / DIT Diploma in Human Resource Management
2. Ibec / DIT Diploma in Coaching
3. Ibec / DIT Diploma in Leadership
4. Ibec / DIT Certificate in Human Resources
5. Ibec / DIT Certificate in Training & Development
6. Ibec / DIT Managing People Skills
7. Ibec / DIT Managing People Programme
8. Resolving Conflict Effectively
9. Train the Trainer 1 Day
10. Facilitation Skills
11. Project Management
12. Performance Management and Appraisal Skills
13. Powerful Performance Conversations
14. Getting Engaged - Leading for Engagement and Results
15. Powerful Presence
16. Effective Presentation Skills
17. Influencing Skills and Personal Impact Programme
18. Critical Conversations
19. Managing Learning and Development
20. Coaching Skills for Line Managers
21. Minding Your Managers

Employment Law Programmes

1. Ibec / DIT Diploma in Employment Law
2. Ibec / DIT Certificate in Employment Law
3. Foundations in Employment Law
4. Employment Law Update
5. Employment Law Discipline and Dismissals
6. Bullying and Harassment, Support Contact Person
7. Dealing with and Investigating Bullying & Harassment Complaints

OHS Development Programmes

1. Managing Safety
2. Safety Officer and Co-ordinator
3. Safety Representatives
4. Foundations in Occupational Health and Safety for HR Managers
5. Safety Awareness for Managers
6. Incident Investigation

Fire Safety and Manual Handling and First Aid

1. Fire Safety and Emergency Preparedness
2. Fire Warden Training
3. Occupational First Aid – QQI Accredited
4. Occupational First Aid Refresher – QQI Accredited

Company Name

Irish Business Training Ltd (IBT)

Company Biography

Irish Business Training Ltd (IBT) was established in the year 2000. We design and deliver programmes which are fun and different providing tangible business results.

All our sessions are tailored to the needs of the participants and the organisation. We are forward thinking, work in close partnership with our Clients and facilitate highly interactive and participative workshops.

IBT is owned and managed by Mary Danagher who has over twenty years' experience in the area of training and development.

Key trainers

| | |
|------------------|-----------------|
| Aine Barry | Helen England |
| Donal Fitzgibbon | Margaret Kearns |
| Ian Dinan | |

Courses provided by the organisation

1. Communication Skills
2. Time Management
3. Conflict Management
4. Presentation Skills
5. Receptionist Skills
6. Leadership Development
7. Business Coaching and Mentoring
8. Management Development
9. Performance Management
10. Emotional Intelligence
11. Train the Trainer
12. Influencing and Negotiating Skills
13. Stress Management
14. Building High Performance Teams
15. Supervisory / Front Line Management
16. Customer Care
17. Sales/ Business Development
18. Email Etiquette/Report Writing
19. Career Development – C V Preparation

Company Name

The Irish Co-operative Organisation Society (ICOS)

Company Biography

ICOS is the representative body for the Co-operative Movement in Ireland and has been established since 1894.

ICOS itself is a co-op governed, funded and led by its members.

In particular, ICOS:

- Supports the creation and development of commercially viable co-operatives.
- Provides advice and guidance on co-operative start-ups and development.
- Lobbies and promotes best practice on behalf of the co-operative sector in Ireland both nationally and abroad.
- Encourages networking and co-operation amongst co-operatives to drive economic growth in the sector.
- Focuses on up-skilling and enhancing the skills of co-op staff and leaders through structured training, to sustain competitiveness and growth for the sectors.

Key trainers

TJ Flanagan
Ray Doyle

James Doyle
Alison Graham

Eamonn Farrell

Courses provided by the organisation

1. Agri Co-operative Leadership Programme
2. Agricultural Policy
3. Agricultural Markets & Marketing
4. Co-operative Rules and Representation
5. Co-operative Governance
6. Co-operative Communications
7. Dairy Co-operative Director Training Programme
8. Introduction to the Dairy Industry, Nationally and Globally
9. Leadership, Strategy and Planning
10. Livestock Management – Mart Director Training Programme
11. Livestock Handling (Drover & Safety Management)
12. Mart Management & Livestock Auctioneering
13. Mart Risk & Safety Management

Company Name

Irish Institute of Training & Development (IITD)

Company Biography

The Irish Institute of Training & Development, founded in 1969, is the professional body representing members concerned with human resource training and development in Ireland. Our members work in business, industry, consultancy, education, public and third sectors.

We strive to:

Support members:

- Provide a rich range of services, supports and resources through our knowledge centre and interactive website.
- Provide a basis for member certification through education and CPD opportunities which enhance professional development and thus employment opportunities
- Provide a calendar of exciting events and networking opportunities with Gurus, Industry Experts, Case Studies, etc.

Ensure T&D best practice:

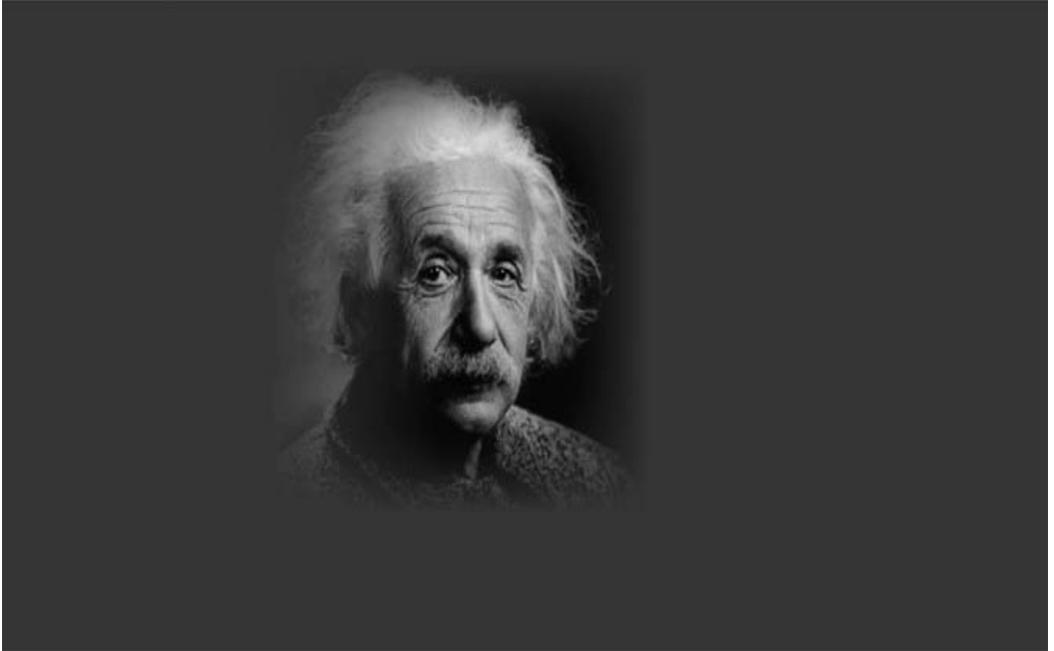
- Identify, disseminate and facilitate international best practice.
- Keep up with the latest global trends, thinking and research.
- Influence key stakeholders and policymakers.
- Establish and maintain early and ongoing communication with decision-makers and industry stakeholders.

Key trainers

IITD have a full panel of trainers of which all trainers hold a minimum of a Level 7 Qualification in Learning & Development and have a minimum of 10 years of relevant industry experience.

Courses provided by the organisation

1. IITD Professional Practice Certificate in Training & Development (Level 6 QQI Special Purpose Award in T&D 6S3372)
2. IITD Certificate in Training Needs Analysis & Design (Level 6 QQI Training Needs Identification & Design 6N3325)
3. IITD Trainer Skills Certificate (Level 6 QQI Training Delivery & Evaluation 6N3326)
4. IITD/UCC Diploma in Learning & Development Practice (Level 7 NUI)
5. IITD/UCC Certificate in Coaching and Mentoring in Organisations (Level 7 NUI)
6. IITD Leading the L&D Function
7. E-Learning Essentials Programme
8. H.Dip in HRD (Higher Diploma in Human Resource Development) (Level 8 NUI)
9. Masters in Learning & Development (Consultancy) (Level 9 NUI)
10. IITD Talent Management in Organisations & Essential Tools
11. IITD Training Instructor Programme
12. IITD Training Administrator Programme
13. IITD ROI (Return on Investment) Workshop



Education is what remains after one has forgotten what one has learned in school.

Albert Einstein

Company Name

Invisio

Company Biography

In business for over 17 years, Invisio is an Institute of Leadership and Management training centre providing courses ranging from Awards to Diplomas in Leadership & Management as well as a full range of custom designed training solutions for the co-operative / food and drink industry.

Key trainers

Louise Mc Namara
Tony Shone
Patricia Byron
Tony Devitt

Betty Nerney
Máire O'Meara

Courses provided by the organisation

Invisio provide a broad range of accredited and none accredited / custom designed programmes in the areas of:

1. People Management
2. Planning & Strategy
3. Management Development Communication Skills
4. Sales & Marketing
5. Finance
6. Trainer skills

Company Name

Keith Harford: Business Advisors & Trainers

Company Biography

Following almost 25 years in Business Management, time spent with Superquinn, Uniphar and Life Pharmacy, Keith set up independently in 2007, to help businesses develop their people and to improve business growth, standards and profitability. Keith works with many independent businesses, larger corporates and state bodies, along with a number of Skillnet Networks and Local Enterprise Offices. He is consultant to the RTE TV programmes Feargal Quinn’s Retail Therapy and Farmer in Charge.

Key trainers Keith Harford Gary Flood
Dervilla O’Brien Gerry Byrne

Courses provided by the organisation

1. Business Leadership Training
2. Category Management (including Consumer Insights)
3. Communicating to Influence
4. Communications
5. Conflict Management
6. Consumer Law for Retailers
7. Credit & Debt Control
8. Customer Service Masterclass
9. Effective Selling Skills
10. Essential HR Practices - Communities of Practice
11. Finance for Non-Financial Managers
12. Leadership & Delegation
13. Leadership & Teamwork
14. Management Development Programme
15. Merchandising
16. Merchandising Advanced
17. Negotiation Skills
18. Performance Management
19. Retail Development Programme
20. Retail Management
21. Retail Maths: Retail financials for non-financial managers
22. Retail Sales
23. Shop Layout – Detailed Planning
24. Stock & Cost Control
25. Time Management & Personal Effectiveness

Management Development Programme



"The will to win, the desire to succeed, the urge to reach your full potential... these are the keys that will unlock the door to personal excellence" Confucius

To find out more about participating on this programme please contact us on 01 6131348 or info@icosskillnet.ie



Develop a passion for learning. If you do, you will never cease to grow.

Anthony J. D'Angelo

Company Name

L2 Cyber Security Solutions

Company Biography

L2 Cyber Security Solutions was founded in January 2016 by Liam Lynch. Our approach is to make a complicated subject, like Cybersecurity, easy to understand for non-technical people. Our primary focus is the provision of comprehensive Internet Security Awareness and Safety Training. We also speak about Cybersecurity topics at seminars and events. Our other services are the provision of Security Risk Assessments as well as consultancy on Business Continuity Planning and IT Disaster Recovery Planning.

Key trainers

Liam Lynch

Courses provided by the organisation

1. Internet Security Awareness and Safety Training

Company Name

Learn Skills

Company Biography

Learn Skills provides the best technology based solutions for workplace learning, bringing exceptional on-line training opportunities right to your desktop. On-line training has taken on an important role in developing workplace expertise and Learn Skills innovative learning solutions are at the heart of developing a talented workforce.

Key trainers

All Courses are online.

Courses provided by the organisation

1. Microsoft Excel
2. Microsoft Word
3. Microsoft PowerPoint
4. Touch Typing course
5. Leadership and Motivation
6. Effective Workplace Relationships
7. Customer Service and Consulting
8. Change Management
9. Positive Workplace Environment
10. Business Communications
11. Time and Stress Management



Learning is an experience. Everything else is just information.

Albert Einstein

Company Name

May Day Management Consultants

Company Biography

Pádraig Cleary, May Day Managing Consultant, has a 32year track record as an engaging trainer, consultant, facilitator and mentor to manufacturing; B2B service enterprises; tourism; hospitality; marketing groups & not-for-profit organisations.

Key trainers

Training is delivered solely by Pádraig Cleary

Courses provided by the organisation

- Internal & External Negotiation Skills
- Critical, Creative & Strategic Thinking
- How to Motivate Teams
- Sales Skills
- Strategic Market Planning
- Business Planning
- Presentation Skills
- Time Management
- Customer Service
- How to Manage A Success Service Enterprise

Company Name

MCX Training & Development

Company Biography

MCX Training & Development delivers highly participatory, learner centred and practical training programmes to private, public and social enterprises throughout Ireland and overseas; one of Ireland's leading training companies.

MCX focuses on the key ingredients to best practice in adult learning with a generous portion of inputs from our 25 years of experience working with trainers, supervisor, managers and adult learners. Best practice in adult learning is utilised, each and every day.

Michael Cox has a unique approach to training, with his light heartedness and practical focus. Michael is particularly noted for his ability to connect with participants and deliver learner centred training focused on the relevant content, at a pace, language and level suited to the group.

Key trainers

Michael Cox

Courses provided by the organisation

- QQI Level 6 – Supervisory Management Skills (6N2104)
- QQI Level 6 – Training Needs Identification & Design (6N3325)
- QQI Level 6 – Training Delivery & Evaluation (6N3326)
- Facilitating Teams with Emotional Intelligence
- Communications to Influence
- Performance Appraisal
- Facilitation Skills
- Effective Meetings
- Lean Champion Facilitation Skills
- Emotional Intelligence Workshop

Company Name

Medicall

Company Biography

Established in 1993, Medicall Ambulance Service is an Irish company. Our training division, Medicall Emergency Medical Training, has been involved in the delivery of Hospital and Pre-Hospital training courses to clients, Hospitals and individuals for almost 10 years.

We deliver training nationwide and have frequently catered for training courses with up to forty participants, with further capacity to increase the size of the courses, where a suitable venue is available.

We are accredited to deliver training by:

National Organisations:

- o Pre-Hospital Emergency Care Council (PHECC)
- o Irish Heart Foundation (IHF)
- o Nursing and Midwifery Board of Ireland
- o Irish College of General Practitioners

International Organisations:

- o American Heart Association (AHA)
- o National Association of Emergency Medical Technicians (NAEMT)
- o Advanced Life Support Group (ALSG)

Key trainers

All Medicall Emergency Medical Training courses are facilitated by a panel of qualified Instructors and Tutors, including experienced, currently-practicing, Doctors, Nurses & Pre-Hospital Practitioners.

Courses provided by the organisation

- Advanced Cardiac Life Support (ACLS)
- Advanced Cardiac Life Support for Experienced Providers (ACLS-EP)
- Advanced Medical Life Support (AMLS)
- Basic Life Support for Healthcare Providers
- Basic Life Support for Healthcare Providers - Instructor
- Cardiac First Response - Advanced (CFR-A)
- Cardiac First Response - Community (CFR-C)
- Cardiac First Response Instructor (Advanced & Community)
- Cardiac First Response and Medications for Listed Organisations
- Emergency First Response (EFR)
- Emergency First Response Basic Tactical Emergency Care (EFR BTEC)
- Emergency First Response Instructor
- Emergency Medical Technician (EMT)
- First Aid Response (FAR)
- First Aid Response Instructor
- Fire Training
- Geriatric Education for Emergency Medical Services (GEMS)
- Health & Safety
- Heartsaver CPR & AED
- Heartsaver CPR & AED Instructor
- Manual Handling - Inanimate
- Neonatal Resuscitation Programme (NRP)
- Occupational First Aid (OFA)
- Paediatric Advanced Life Support (PALS)
- Paediatric Emergency Assessment, Recognition and Stabilisation (PEARS)
- Patient Moving & Handling
- Pre-Hospital Trauma Life Support (PHTLS)
- Risk Assessment
- VDU Assessor

Company Name

Monere

Company Biography

MONERE Development Services is a professional training and development company based in Tallow, Co Waterford. We are a team of highly qualified people-development specialists. We have a unique blend of practical experience in a range of industries as well as recognised academic accolades. As a leading training provider for all aspects of training needs in any organisation, we aim for results and strive for perfection.

Key trainers

Dr. Monica Murphy
Jane Signorelli
Olivia Roche
Louise Kearney
Anthony Power

Courses provided by the organisation

Corporate Courses:

- 5 Star Customer Service
- Communication Skills
- Presentation Skills
- Telephone Techniques
- Managing Meetings
- Performance Management
- Basic IT Skills
- Influencing and Negotiation Skills
- Team Building
- Company Webinars
- Change Management
- Business Writing Skills
- Principles of Management and Leadership
- Conflict Management
- Managing Clients and Customers
- Commercial Awareness
- Networking for Success
- Practical Project Management
- Delegation Skills
- Individual Webinars

Leadership Programme

- Stand out and be Outstanding
- Leading a high performance Team
- Building Relationships
- Be a great Communicator
- Negotiating and Influencing
- Managing Conflict
- Commercial Awareness

New to Management Programme

- Principles of Leadership and Management
- Planning and Managing Time
- Managing Performance and Continuous Improvement
- Communication and Leading Change
- Interview and Hiring
- Project Management



The only sustainable competitive advantage is an organisation's ability to learn faster than the competition.

Peter M. Senge

Company Name

OLAS Software Training & Development

Company Biography

Olas Software Training and Development was established in 1981. Since 2007 it is a wholly owned subsidiary of the global Assima Group. Olas are the only SAP and Business Objects Authorised Training Partner in Ireland. Our services include: Corporate Training, Software Development, Project Management Services, eLearning Training and Development, ERP End User Training and Services, SAP and Business Objects Certified Training, SAP and Business Objects Customer Specific Certified Training.

Key trainers

Ailish O'Connor
Martina Garvey
Deirdre O'Brien
Denis Nolan
Stephen Cox

Courses provided by the organisation

Information Technology:

- Microsoft Excel
- Microsoft Word
- Microsoft Powerpoint
- Microsoft Access
- Microsoft Outlook
- Microsoft Visio Training
- Microsoft Project Management & Product Training
- Microsoft Sharepoint
- Database Training
- Social Media Training
- E-Learning
- Google Training
- Website Design
- Adobe Creative Suite

General Data Protection Regulation Training

- GDPR Essentials
- GDPR Advanced
- GDPR Data Protection Workshop
- A Marketer's Guide to the new GDPR Regulations

Social Media Training

- Social Media Workshop

Google Training

- Google Apps for Business

Soft Skills Training

- Time Management Techniques
- Presentation Skills
- Complete Presentation Skills (Theory and MS PowerPoint)
- Improving Management of Time and Personal Effectiveness
- Changing People in Times of Organisational Change
- Communicating with Stakeholders
- Communications Effectiveness
- Leading for Managers
- Train the Trainer

Company Name

OMT Global

Company Biography

OMT Global is Ireland's leading Leadership Development consultancy with a global footprint. OMT specialise in developing high-performance cultures. Since 1989, OMT is a trusted partner to the world's biggest brands and progressive organisations, delivering innovative and bespoke Leadership development solutions. Our passion, extensive experience, deep knowledge, creative and enthusiastic approach is globally renowned. Our award-winning, customised design is always specific to your needs.

OMT enhances business performance by enabling people to recognise and fulfil their potential, solving complex challenges and delivering tangible results. Leveraging our multilingual platform and global team of experts, OMT can deliver Leadership development solutions in your local language, wherever you are in the world.

Key trainers

Eddie O'Connell
Tom Hackett
Richard McCarthy

Courses provided by the organisation

Business Essentials:

1. Creating & Innovating
2. Customer Service Training
3. Project Management
4. Recruitment & Selection

Leadership & Management:

1. Change Management
2. Engaging Diversity
3. Leadership Development
4. Line Manager Development
5. Team Development

Personal Effectiveness

1. Coaching Skills
2. Crucial Conversations
3. Effective Meetings
4. Emotional Intelligence
5. Facilitation Skills
6. Giving & Receiving Feedback
7. Influencing Skills
8. Managing Conflict
9. Problem Solving & Decision Making
10. Presentation Skills
11. Report Writing
12. Stress Management
13. Task Analysis & Delegation
14. Train the Trainer
15. Understanding Personalities

Accelerator Suite:

1. Retail Accelerator
2. Management Accelerator
3. Coaching Accelerator
4. Strategy Accelerator
5. Team Accelerator

Company Name

Optima Training & Consulting

Company Biography

Optima Training & Consulting Ltd has been established to bring high quality and Industry led Training & Development and Consulting to our valued clients.

We deliver a diverse and industry focused range of training programmes in areas such as Leadership, Health, Safety & Environmental, Quality, Process Improvement, Healthcare, Project Management, Facilities & Microsoft Office/SharePoint.

Optima Training & Consulting Ltd offer' the following to our clients in terms of Training Service:

- Expert, Dedicated Instructors who actively work in their Training Area
- Broad and Diverse range of Training Programmes
- Public Scheduled & Customised Onsite Training
- Competitive Pricing and Value Added Services
- Excellent and knowledgeable customer service & support

Key trainers

Mairead O'Carroll
Mary Beary
Patrick Callaghan
Padraig Cleary
Pat Browne
Valerie O'Donovan
Jacqui O'Malley
James Mcloughlin
William Hayes
William Treacy

Steve Cusack
Martin Crowley
Tony Curran
Mary Woods
James Mcloughlin
William Hayes
Christine Mortell
Angela O'Sullivan
Dr. John Fitzgerald
TP Lowry

Gerry Treacy
Sean McEvoy
Claire Cummins
Brendan Shine
Dick Whelan
Dr. John Fitzgerald

Courses provided by the organisation

1. Leadership Development
2. Personal Effectiveness
3. Presentation Skills
4. Assertiveness Skills
5. Bullying in the Workplace
6. Dealing with Challenging Behaviour
7. Conflict Management
8. Communications Skills
9. Call Handling & Customer Care
10. Customer Service
11. Coaching Effectively
12. Meeting Management
13. Minute taking
14. Report Writing
15. Critical, Creative and Strategic Thinking
16. Strategic Business Planning
17. Marketing Principles
18. CV Creation & Interview Skills
19. Managing Difficult conversations
20. Performance Management
21. Negotiation Skills
22. Sales Training
23. Practical Problem Solving
24. Supervisory Management
25. Recruitment Selection & Interviewing Skills
26. Stress Management
27. Succession Planning
28. Team Building & Development
29. Team Leader Skills
30. Train the Trainer
31. Microsoft Applications & Adobe - Various
32. Web, Graphics & Social Media - Various
33. Health & Safety - Various
34. Lean & Process Improvement -Various

Marketing

- Customer Care & Retention for Retail
- Sales skills / Consultative Selling
- Online Marketing / Social Media
- Network for Success
- Readiness for Exporting
- Market & Customer Research
- Marketing

People Management & Development

- Managing People & Motivating Staff
- Dealing with HR Legislation
- Recruitment
- Wellbeing
- Mentoring Programme
- Retail Management Development

Finance

- Finance & Funding
- Finance for Non-Financial Managers

Operations

- Data Protection Legislation (GDPR)
- Operations
- Waste
- Productivity
- Systems & Procedures
- Quality (ISO)
- Supply Chain

Innovation / Creativity

- Change Management
- Innovative Thinking

Company Name

Paramount College Ltd

Company Biography

Paramount College is a leading provider of QQI accredited programmes, Corporate and Health & Wellbeing Training for both individuals and companies. We are passionate about what we do and have significant experience and expertise in the design and delivery of multiple courses providing a one stop shop for all your training needs.

Website: www.paramountcollege.ie

Email: info@paramountcollege.ie

Key trainers

Grainne Carr
Keith Harford
Phil Kildea
Sharon Lambert
Keith Lawlor

Emma O'Keefe
Eddie O'Neill
Henry Sheehan
Ellen Shilling

Courses provided by the organisation

Certified Training

- Conflict Management (6n2775)
- Digital Marketing (5n1364)
- Training and Development (6s3372)
- Strategic Planning (6n3673)
- Managing People (6n3945)
- Business Management (6n4310)
- Customer Service (5n0972)
- Start Your Own Business (5n1418)

Corporate Training

- Boundaries – Consent in Daily Life
- Vendor Management
- SLA's – Service Level Agreement
- SOW – Statement of Works
- Equality and Diversity in The Workplace Training Course
- Cyber Training
- Advanced Sales Techniques
- Successful Communications Strategies
- Data Protection
- Time Management
- Leadership/Coaching
- Management

Health and wellbeing

Personal

- Consent and Boundaries
- Non-Violent Communications
- Imposter Training
- Positive Living and Personal Empowerment
- Consultation
- Self-Care Strategy
- Equality and Diversity

Coaching

- NLP
- Executive Coaching
- Life Coaching
- Personal Finance Coaching
- Stress Management

Mental

- Somatic Psychology
- Mindfulness
- Visual Mediations

- Six Benefits of Mediation
- Resilience
- Drumming
- Conflict Transformation
- Mental First Aid
- Becoming A Mental Health Detective
- Taking Back Your Mental Health: Building A Self Care Strategy
- Finding Inner Freedom from Toxic Relationships
- Exploring Needs: The Stepping Stone to Reaching Our Potential
- The Self Esteem Blueprint

Health

- Holistic Massage
- Reiki
- Intuitive Healing
- The Yoga of Food
- The Cure Is in The Kitchen
- Healthy Children/Healthy Planet
- Aura Soma

Physical

- Laughter Yoga
- Yoga Dance
- Pregnancy Yoga
Simulators



Unlike other capital investments, the value of learning appreciates, rather than depreciates.

Dr. Christopher Lee

Company Name

Process Management Services Ltd

Company Biography

- Providing Technical Training of experienced & inexperienced Operators and of other Site Personnel.
- Covers the overall Process and the Individual Parts and their Function.
- Courses are Tutor led with use of PowerPoint presentations, flipcharts and on-the Plants visits. It is tailor made to reflect the details of a Plant that is familiar to the participants.

Key trainers

Martin Hallissey

Courses provided by the organisation

Most aspects of Dairy Processing including:

General for all Processes:

1. Understanding Dairy Process Components, & Principles
2. Understanding Milk, Milk Components & Products made from them

Specific Processes:

1. Evaporation
2. Spray Drying
3. Casein and Caseinate Processing
4. Whey Processing including WPC, WPI, Whey & Permeate Powder
5. Membrane Filtration Processing of Milk & Whey – incl. MF, UF, RO, NF
6. Powder Handling, Storage and Bagging
7. Liquid Handling including Separation, Pasteurisation, etc.
8. Wet and Dry Blending

Company Name

Professional Training Solutions Ltd

Company Biography

Professional Training is a group of experienced specialists, who can provide specific training and consultancy solutions in:

- Management Skills
- I.T. Systems
- Finance & Financial Management

We use a tailored, flexible approach and our real-life business knowledge to develop and provide techniques and solutions for immediate implementation and business improvement.

Key trainers

Jane Leonard
Jack Foley
Emmet Bourke

Courses provided by the organisation

1. Excel 2016 – Intermediate
2. Excel 2016 – Advanced
3. Data Visualisation with Excel and PowerPoint
4. Introduction to Technical Writing
5. Business Report Writing
6. Applied Finance for non-Financial Managers

Company Name

SQT Training Ltd

Company Biography

We are a training partner rather than a provider of courses. We seek to make a significant and measurable contribution to the organisations we work with. For over 25 years we've brought the latest thinking, the leading techniques and the most accomplished industry trainers into ambitious organisations, large and small, throughout Ireland, the UK and beyond.

Key trainers

| | | |
|-------------------|-------------------|------------------|
| Albert Plant | Frank Holland | Michael Lane |
| Brian Robinson | Gina Ryan | Nick Smyth |
| Cheryl Robertson | Helena McSweeney | Nicola Donohue |
| Ciaran White | Ian Boylan | Pádraic Ó Máille |
| David McClean | Ian Duncan | Padraig Kelly |
| Denis Kiely | John Lafferty | Shane Curran |
| Dick Delaney | John Ryan | Shane Donohue, |
| Éamon Ó Béarra | Kevina O'Donoghue | Tom Keane |
| Edel Jones | Maire Murphy | |
| Finbarr Stapleton | | |

Courses provided by the organisation

- Lean Six Sigma
- Statistics & Continual Process Improvement
- Project & Programme Management
- Quality
- Health & Safety/Food Safety
- Life Sciences
- Hospitals / Medical
- Train the Trainer
- Personal Development
- Leadership Development

Company Name

Stanstone

Company Biography

Stanstone was founded to help organisations achieve their performance and growth objectives. We believe in building alliances, exploring boundaries and empowering people to adapt and thrive in a rapidly changing world. We work with people to facilitate the change required to drive added-value through an organisation. Through our training and delivery, we strive to improve outcome-focused organisational performance

Key trainers

Caleb Kyle
Mia Duthie

Courses provided by the organisation

- Business Leadership
- Executive Management
- Project Management
- Financial Management
- Customer Service



The growth and development of people is the highest calling of leadership.

Harvey S. Firestone

Company Name

Teagasc

Company Biography

Teagasc – the Agriculture and Food Development Authority – is the national body providing integrated research, advisory and training services to the agriculture and food industry and rural communities.

Key trainers

Tom Ryan
George Ramsbottom
Bernadette O’Brien
David Gleeson
John Upton

Courses provided by the organisation

1. Milking Machine Testers and Installers on behalf of IMQCS (the Irish Milk Quality Co-Operative Society Ltd.)

Company Name

University College Cork

**Food Industry Training Unit, College of Science,
Engineering and Food Science**

Company Biography

The Food Industry Training Unit (FITU) was established in 1993 by the Faculty of Food Science and Technology, University College Cork. This was in recognition of the importance of continuing professional development (CPD) and training in the food and related sectors. The FITU services the part-time CPD and training needs of people working in, or associated with, the food and related industry sectors and is an example of UCC's readiness to evolve and respond to the needs of industry. The student body which the Unit services is part of a growing market segment of non-traditional students which University College Cork has targeted in its strategy of providing education in selected professional areas.

Key trainers

Academic staff and technical staff from:

- School of Food and Nutritional Sciences, College of Science, Engineering and Food Science, UCC
- Department of Food Business and Development, College of Business and Law, UCC
- School of Microbiology, College of Science, Engineering and Food Science, UCC
- Department of Process and Chemical Engineering, , College of Science, Engineering and Food Science, UCC
- School of Biological, Earth and Environmental Sciences, UCC
- Environmental Research Institute, UCC
- Department of Geography, College of Arts, Celtic Studies and Social Sciences, UCC
- Centre for Adult Continuing Education, UCC

Courses provided by the organisation

1. Diploma in Food Science and Technology
2. Diploma in Speciality Food Production
3. Diploma in Food Manufacturing Management
4. Diploma in Corporate Direction (Food Business)
5. Postgraduate Certificate in Dairy Technology and Innovation
6. Ice Cream Science and Technology Training Course
7. Cheese Science and Technology Training Course
8. Thermal Processing Training Course
9. Developing High Performing Teams Training Course
10. Tailor-made Dairy Science and Technology Training Courses



**Diploma in
Corporate Direction
(Food Business)**



To find out more about participating on this programme please contact us on 01 6131348 or info@icosskillnet.ie



Education is the most powerful weapon which you can use to change to world.

Nelson Mandela

Company Name

The Garden School

Company Biography

The Garden School is an approved Royal Horticultural Society Qualifications Provider. We provide horticultural courses and training for individuals and groups at our centre in Marlay Park, Dublin.

We offer horticultural training on site for horticultural enterprises and have worked with garden centres and co-operatives.

Key trainers

Ciaran Burke
Aoife Munn

Courses provided by the organisation

1. RHS Qualifications or elements of the Qualifications.
2. Custom training programmes on garden centre care, plant knowledge, and customer care.

Emphasis is on interaction and practical learning.

Company Name

Western Management Centre

Company Biography

Western Management Centre, based in Galway city, offers an extensive range of public and in-company accredited courses in all the key business areas: Health & Safety; Management & Team Leading; Finance & Accountancy; Training & Development; Production & Quality Management; People Management; Communications & Presentation Skills. The Centre is accredited/validated by QQI, SOLAS, RTITB & APICS and is an approved ACCA CBE centre. It has a team of over 30 highly experienced trainers; all with extensive academic and business expertise.

Key trainers

Mike Conlisk
Jim Donlon
Peter McHugh
John O'Halloran
Pat Costello
Jacinta Doyle
Ger Ahearne
Liam Higgins
Billy O'Reilly
Sean Pomphrett
Padraig Curley
Keith Smales
David Dunne
Mary Clisham

Paul Doherty
Paul McGuinness
Fergal McHugh
Dermot Walsh
John Fitzgerald
Therese O'Neill
Geraldine Grady
Maureen Smales

Courses provided by the organisation

1. People Handling & Moving
2. Manual Handling
3. Safe Pass
4. Finance for Non-Financial Managers
5. ADR Driver Training
6. Abrasive Wheel
7. Train the Trainer
8. Fork Truck Certification
9. Refresher Fork Truck Certification Course
10. Occupational First Aid (validated by QQI)
11. Refresher Occupational First Aid
12. Basic First Aid
13. Manual Handling Instruction (validated by QQI)
14. Training Delivery & Evaluation (validated by QQI)
15. Safety & Health at Work (validated by QQI)
16. Project Management (validated by QQI)
17. Team Leadership (validated by QQI)
18. Project Management (validated by QQI)
19. Employment Law (validated by QQI)
20. Project Management (validated by QQI)
21. Business Management (validated by QQI)
22. Team Leadership (validated by QQI)
23. Public Relations (validated by QQI)
24. ACCA Professional Course
25. ACCA Diploma in Accounting & Business
26. APICS Certificate in Production & Inventory Management
27. CIPD Certificate & Diploma in Human Resource Management
28. CIPD Award in Coaching & Consulting



We now accept the fact that learning is a lifelong process of keeping abreast of change. And the most pressing task is to teach people how to learn.

Peter Drucker

Company Name

You Are The Difference Limited

Company Biography

You Are The Difference is a unique customer service and performance coaching programme that provides simple and effective tools that help people and organisations to reach new levels in terms of positive behaviour and results.

Key trainers

Alf Dunbar
Therese Gibney
Helen England
Karran Bonnar
Anne Harper
Sophie Turner
Mark Patch
Gini Bleskey

Courses provided by the organisation

1. Delivering excellent customer service and sales (staff session)
2. Managing and coaching a team around delivering excellent service and sales (managers session)
3. One day coach the coach programme where trainers/managers are provided with the tools to deliver the YATD service programme to their team in store.

NOTES

NOTES

ICOS Skillnet is co-funded by Skillnet Ireland and member companies. Skillnet Ireland is funded from the National Training Fund through the Department of Education and Skills.



An Roinn Oideachais
agus Scileanna
Department of
Education and Skills



Working hard
to ensure workforce
skills are current,
relevant and future
proofed.

