

The graphic features the words 'GOING FOR GROWTH' in a large, bold, dark teal font with a white outline. The text is set against a dark blue background with wavy green lines. A small yellow semi-circle is positioned behind the letter 'O' in 'GOING'.

## What is covered?

Going for Growth is designed to use your business as the case study so that everything you do and everything you learn has a practical application to your business. This will directly influence the growth of your business profits.

- Meeting other like minded SME businesses
- Goal setting
- Working out and implementing solutions to remove growth barriers
- Identifying growth opportunities and putting practical solutions into practice
- Sales Techniques and how to implement them
- Talking cashflow and how to make it work for you
- Calculating realistic sales and financial forecasts
- Identifying risk and contingency planning
- Monitoring, measuring and evaluation techniques

## Key Information

**Qualification:** NCFE Level 2 Certificate in Developing Enterprise Skills

**Cost:** Fully funded for eligible residents.

**Funding requirements:** Tees Valley, South Tyneside or North Yorkshire resident. 19 years old and over.

## Upcoming Course Dates

- Starts 8th September in **Middlesbrough**