



BAE Systems

BAE Systems plc is a British multinational defence, security and aerospace company headquartered in London, United Kingdom and with operations worldwide. It is among the world's largest defence contractors; it ranked as the third-largest based on applicable 2011 revenues. Its largest operations are in the United Kingdom and United States, where its BAE Systems Inc. subsidiary is one of the six largest suppliers to the US Department of Defence. Other major markets include Australia, India and Saudi Arabia.

We have trained people from BAE all around the world for over 10 years years in:

- Leadership Skills
- Pitching and Presenting Skills
- Customer Focus training
- Diversity and Inclusion
- PDR training
- Communicating Skills
- Consultancy Skills
- Coaching and Mentoring

BAE Systems Military Air Solutions – First Managers Programme

We have trained thousands of managers in First Line Management and Leadership Skills. In 2007 the First Manager Programme won a Bronze Chairman's award for innovation.

chairman's awards | ■■■■

"We put our requirements out to tender and selected Techniques for Change because of their very positive attitude, practical down to earth approach and the blended Pull-through™ methodology they use. The programme is designed around creating a blended approach as an alternative to traditional learning that encompasses pre- and post-learning activities and is supported by an e-learning portfolio and toolkit for practical use. The methodology ensures learning is linked to role requirements and can be more easily applied to enhancing performance in the workplace. I believe this programme is delivering real benefits for Military Air Solutions".

John Male, Head of Capability Development – BAE Systems MAS

"By far the most worthwhile course BAE has on offer".

Alex Brown, Typhoon Avionics – BAE Systems MAS

BAE Systems – Achieving High Performance Programme

We have delivered Focusing on the Customer training as part of the above programme to 1,100 managers in the UK and KSA.

"I found the course very useful as it covered practical tools/thought processes that can translate easily into the working environment."

Amanda Ellarby, Group Office – BAE Systems

"Better understanding of how to deal with customers – both internal and external.

Undoubtedly this module has been – for me – the best of all the AHP modules. Well done to the trainer and thanks."

Ian Gurney – BAE Systems CS&SI Saudi Arabia



BAE Systems Shared Services – Enhancing Management Capability Programme

We have trained over 80 managers across Shared Services in management and leadership.

“Very well structured course, delivered in an interesting and professional manner; good content with a very useful toolbox to take back.”

Louise Thornley, Group Leader – BAE Systems Shared Services

BAE Systems Head Offices – Enhancing Manager Foundation Programme

We trained over 30 managers across Head Office in management and leadership.

“Very good facilitator, excellent pace and clarity. Very pleased that the course is focused at the real BAE Systems/personal working environment.”

Jeremy Kuik, Head Office – BAE Systems

BAE Systems Shared Services – Customer Service Programme

We trained over 400 managers and staff across Shared Services in delivering excellent customer service in the UK and US.

“One of the most illuminating and practically helpful courses I’ve attended in recent years. Well organised, prepared and presented.”

Ivor Pope, Head of Operations – BAE Systems Shared Services

BAE Systems Regional Aircraft – Customer Service Programme / Leadership

We trained over 800 managers and staff in customer service delivery and leadership in the UK and US.

“I am delighted that BAE SYSTEMS Regional Aircraft chose TFC to help us develop and deliver this programme. They listened and responded to our needs and were thoroughly professional in the delivery of a tailored programme which has made a step-change to our business performance.”

Sean McGovern, Operations Director – BAE Systems, Regional Aircraft

“I really appreciated the facilitator’s flexibility on agenda. He quickly picked up what was important to the team and gave the tools/models to try to improve the business outputs. The behavioural exercises were very useful in developing styles, particularly selling ideas/products.”

Rob Hearn, Customer Services Director – BAE Systems Regional Aircraft



BAE Systems Business Winning Developing You – Pitching the Message

We have trained hundreds of professionals around the globe in how to present and explain their products and services to customers in a dynamic way.

“Very focused training delivered in a very understandable and digestible manner, good review prior to DSEi.”

John Freund, Director, International Business Development

“I liked the way this course was very relevant to our BAE roles. It would be very beneficial through the ATC.”

Roy Clarke, Capability Technology Leader

“I learnt a tremendous amount from this course. I will apply the approach across my career and leave here today with a great boost of confidence.”

Allison Newman, Communications Specialist

“Amazing course. Wonderful to see such quick results, expertly facilitated.”

Graham Copland, Marketing and Strategy Managers, Mats

BAE Systems – Diversity and Inclusion

TFC were asked to run workshops to generate awareness of D&I policy and its implications for managers.

“The delivery of the Senior Leadership Diversity and Inclusion discussions facilitated by Techniques for Change and supported by members of our D&I Working Group provided an excellent method of generating awareness and debate around D&I and enabled the attendees to explore the importance of this issue, what it means in our business and the role they had to play. The TFC facilitator was excellent at encouraging and facilitating the sessions, drawing on his wealth of knowledge of D&I studies as well as his experiences in other companies. TFC ensured that the sessions were very interactive and were very good at ensuring that people got involved in the debate and reinforced and captured the learning at the end of the Session. The sessions have had very positive feedback from Senior Leaders and as a result we asked TFC to roll them out to other employees in the business and in addition other business units are looking to roll out similar training.”

Emma Nabb, HR Manager, Diversity & Inclusion

BAE Systems Naval Ships – Coaching and Mentoring

“Excellent subject matter. Delivered/understanding at the highest level.”

Colin Glazebrook, Steelwork Manager

“Very well explained and thought provoking course.”

Ralph Addison, Production Manager