

**This is your opportunity to avail of a leading management development initiative
Almost one half of Ireland's principals have participated in the first 7 years of its existence**

In June 2001, **Business in the Community Ireland** established the Schools' Business Partnership. One of the programmes on offer to second level school principals is a seminar series called 'Management Excellence for Principals'. MEP's aim is to harvest the potential benefits of sharing information and experiences of business leaders with educational managers. Three topics are delivered: **Leadership, Performance Management and Time Management**. The companies who have delivered the seminars to date include Janssen Pharmaceutical, Johnson & Johnson, Vistakon, KPMG, Coillte, National Irish Bank, Allergan Pharmaceuticals, An Post, Vhi, élan, One Direct, CRH (John A. Wood), Anglo Irish Bank, Diageo, IBM, Pramerica, RTÉ, Musgrave SVC, Bose, Vware, Xerox, Irish Management Institute, Centocor, the Kerryman, Intel, DBL Capital, Ulster Bank and Donegal Creameries. **The series is sponsored by Cornmarket Group Financial Services Ltd.**

The series has proven itself to be of significant benefit to both the educational participants and the business leaders. Principals nationwide have rated the series as excellent and have since implemented several of the management practices. To date the seminars have been held in: Dublin, Cork, Galway, Limerick, Waterford, Athlone, Kilkenny, Killarney, Westport, Donegal, Tipperary and Kildare/Laois/Offaly.

The benefits are clearly illustrated by the evaluation quotes from principals who have taken part so far:

Leadership:

- "Extremely stimulating and motivating and also highlighting that whether in business or education, it's ultimately about dealing with people." on seminar by élan, Dublin
- "Great session. Principalship can be very isolating. It is very useful to have such professional and cogent input." on seminar by National Irish Bank, Kilkenny.
- "I found the delivery excellent and the gems of input on leadership very interesting. I also found the points on workshop ideas worthwhile and I will use them with staff at a later stage" on seminar by Alza, Tipperary
- "I really enjoyed the mix of the speaker's experience from education to other areas and how she drew on this for examples that helped clarify and illustrate a point. I also enjoyed the opportunity to engage with other colleagues and discuss the issues." on seminar by RTE, Dublin

Performance Management:

- "I feel that I am learning to do my job better by participating in this project. It is an invaluable insight into the world of corporate companies. Everybody has made us feel welcome at all the seminars and information and insights have been and will be most useful." on seminar by IBM, Dublin.
- "I found the seminar very helpful and informative. I found the templates provided quite useful and the overall quality of the presentation was excellent" on seminar by Pramerica, Donegal
- "I hope the Irish education system embraces more of this." On seminar by Allergan, Westport.
- "Great to have someone give us back some energy! It is easy to fall into routine and great to have someone help us to aspire to something." on Performance Management by Vhi, Cork.

Time Management:

- "Thanks for the opportunity to receive some excellent perspectives from another sector. Your investment in us as professionals is much appreciated" on seminar by Diageo, Kildare.
- "It was very informative and helpful. The venue was outstanding. The organisation by BITC was outstanding as always. Being part of the group this year brought a breath of fresh air into my life." on seminar by Coillte, Dublin
- "This was extremely useful. I had not realised how badly I was organising my time until today. This is the first time since becoming a principal that I've had time to think about it and garner practical pointers as to how to change the situation" on seminar by Coillte, Dublin