Dear member,

Hello and welcome to October’s East Midlands newsletter

Your board held its first face to face meeting after the summer break in September, and already our thoughts are turning towards 2017’s business plan. That was of course after a review of the great feedback we’ve been getting from the CMI’s excellent webinar programme, the successful engagement with CMI accredited Universities and Colleges, and your participation in the region’s events programme.

In September, the board and the CMI were invited to speak with second year Business Management Undergraduates at Derby University. The talk, part of the degree programme’s employability module, was a great opportunity to share and pass some ‘words of wisdom’ as students think about shaping and defining their future careers. The response has been great, and we know that many are looking to take maximum advantage of the opportunities and resources the CMI has to offer in supporting them, both during their studies and future careers.

As part of Lincolnshire’s Business week, your board and the CMI will be at an event hosted by the Lincolnshire International School of Business on 18th October. Members are welcome to come along and join us, book via this link Titled “Leadership & Management Development: What’s in it for me and my organisation?” will be an opportunity to learn about the benefits of formal leadership & management development.

Farther out, we will be celebrating Grimsby Institute 20th year of delivering CMI accredited courses with an evening reception and social at the Institute on 17th November. Ann Francke will be opening the event and we look forward to welcoming both CMI members and Alumni to the Grimsby Institute to rediscover old relationships and form new ones. Save the date in your dairy; registration information will come very soon.

Have a great month!!!

Within the East Midlands region there are many opportunities to network and increase your knowledge and understanding of today’s management and leadership hot topics.

So why not join us by attending one or more of the events below?

If you are constantly on the move, take a look at our CMI regional events across the UK, which you can register for
We look forward to the possibility of extending a warm welcome to you at an event in the near future.

Kind regards,

Beverly King CMgr MCMI MIC
Chair, East Midlands Board

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NEW DEPUTY CHAIR

Domestically, your board has a new Deputy Chair in Nathan Vear. Nathan is picking up the good work of Novelette Williams who has been supporting the CMI's growing programme of activity in the East Midlands for the last 18 months. Novelette isn't going anywhere as she's remaining with the board, however this is a good opportunity to thank Novelette for her hard work and continued support.

All board appointments are voluntary so this is a good opportunity to recognise the commitment and passion all board members show in finding space for the CMI in their hectic lives and for promoting high standards of management and leadership in the region.

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SOCIAL MEDIA FRIEND OR FOE

Wednesday 12th October, 5.00pm - 8.00pm
University of Derby, Kedleston Road, Derby, DE22 1GB

Love it or hate it social media is part of our business lives. We can't get away from hashtags and selfies.

Employers use SM to recruit and check-up, business use it to promote themselves and mitigate mistakes.

Our two experts will look at effective ways to promote individuals and businesses effectively and within ethical and legal guidelines. They will also stay at the end to answer questions in an informal networking situation.

BOOK YOUR PLACE

WEBINAR - SPECIALISATION SECRETS & VALUE PROPOSITIONS
Thursday 13th October, 6.00pm - 7.00pm
As a consultant the first step in effectively marketing your services is to get the attention of your ideal clients. To accomplish this, you need to position yourself as an expert and have an effective value proposition that communicates why your ideal client should work with you.

- Uncover the myths of specialisation and when to be a generalist (there's a right and wrong time).
- Case study examples of value propositions and marketing messaging (the good vs bad).
- The proven formula to create an effective value proposition.
- Discover the most important element of your value proposition (the one most people miss!)

BOOK YOUR PLACE

WEBINAR - TURNING UNCERTAINTY TO YOUR ADVANTAGE
Wednesday 19th October, 12.00pm - 1.00pm
Key speaker Dr Mary Holmes will be using her experience to illustrate how to be sensitive to the impact of uncertainty on one’s self and others.

Mary will also cover how to explore options, and how to maintain a positive impact when the going gets tough.

As an Honorary Senior Lecturer at the University of Bradford Mary designs and teaches on Masters programmes. Her work has been published in both practitioner and academic journals and she has presented at a range of conferences on how to achieve positive change.

WEBINAR - PSYCHOLOGY OF SUCCESS
Tuesday 1 November, 12.00pm - 1.00pm
Since ‘success’ is achieved through action, and all action is driven from thinking, it follows that how we think is crucial to getting the results we desire.

Very few of us were taught how to think - yet there is no shortage of people telling us what to think - so it is unsurprising that most of us do it so badly!
How does a manager head off minor and major conflicts in the workplace and intervene successfully when necessary?

Our speaker Peter Fisher understands how difficult and worrying it can be to manage the conflict within an organisation.

This webinar will explore the causes of conflict, how to address conflict and how to minimize the chance of conflict as well as providing some useful tools to use when dealing with conflict in the workplace.

Attendees will receive links to additional resources to support their learning.