

Achieving **More With Less** Workshops

Learn from others who have done it, be inspired, take the lessons back with you.

Learn from people who have lived it

The budget challenge facing the public sector is daunting but some people are already performing extraordinary feats with more with less.

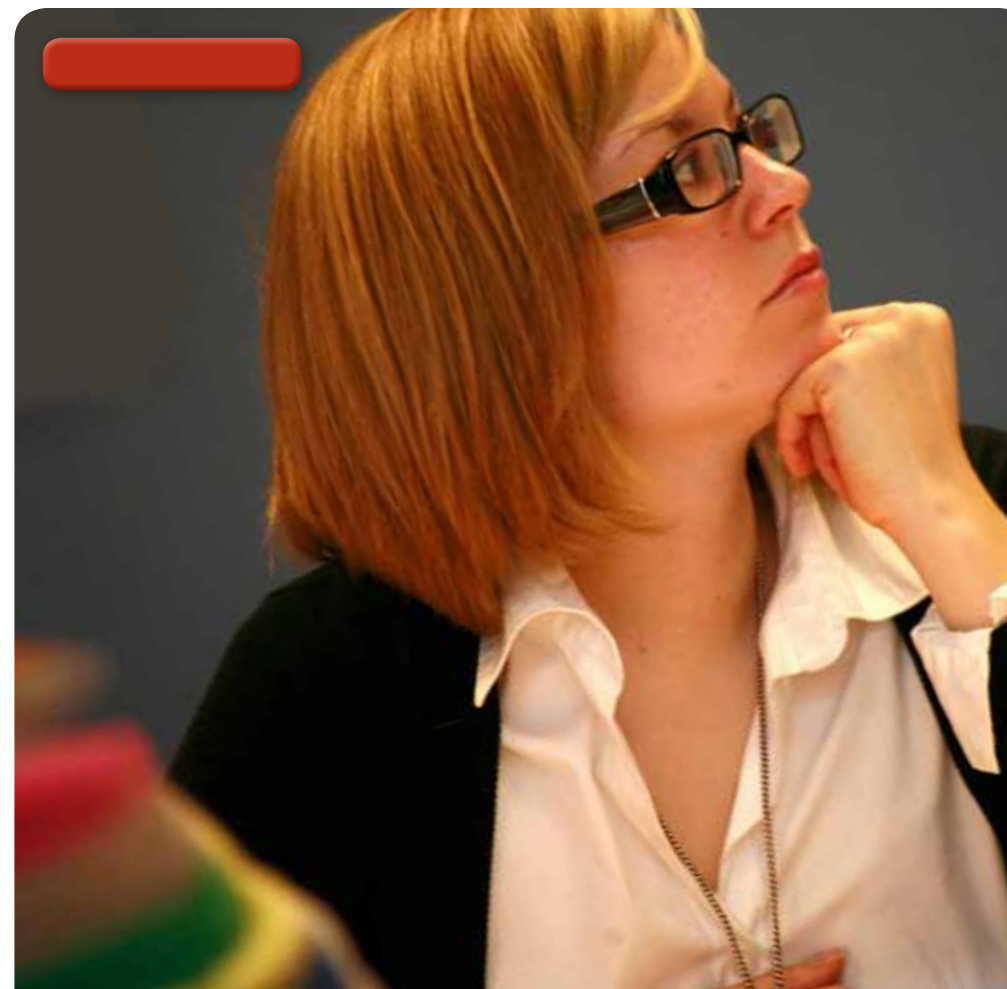
Across the public, voluntary and private sectors there are people, who when faced with seemingly impossible choices, have made the tough decisions that impact on services.

We've found these people and they are speaking at our workshops. Attend one or attend all - it's your opportunity to find out what they did, what happened afterwards and more importantly how to apply what they did to your own situation.

Who should attend?

There are three workshops in this series and we run separate versions of them for two distinct job roles. Doing it this way allows discussion and learning to be more focussed and relevant to the needs of the group.

- For practitioner managers at Grade 6/7 on or close to the front line who need to find new ways to produce results with tighter budgets.
- For senior leaders at Deputy Director and SCS level faced with the challenge of delivering results for less budget.



Complete the nomination form now

Apply the lessons

You'll hear inspiring lessons about:

- Making decisions when all the choices are painful.
- Standing fast against chaos when it threatens to overwhelm you.
- What happens when the sales propelling your healthy revenue-generating business dry up overnight.
- How partnerships and communication can stop problems turning into disasters
- Seeing clearly when you're in the thick of it.
- Breaking free of the same old tram tracks and finding new ways of doing things that work better and cost less.
- Stopping the system from sabotaging your best intentions.
- Why aren't we working efficiently anyway? The obstacles and how to overcome them.
- The crucial importance of mindset.
- What's trust got to do with it?

About the workshops

We have workshops which have the common theme of helping you find new ways to produce results with tighter budgets. They can be taken individually or all together and if you do decide to attend all of them, you can do so in any order. You'll share good practice and get the tools and techniques to develop the skills, knowledge and behaviour vital for ensuring your organisation and team perform and achieve in tough times.



The workshop series

Workshop A: Prioritising in Challenging Times

This workshop focuses on how organisations have successfully achieved cost savings and improved efficiency. It will help you become better equipped to make difficult choices in delivering more with less. The skills and attributes needed will be explored together with their application, including:

- robustness, tenacity and courage
- developing clarity through analysis
- stakeholder management
- people and communication skills.

Workshop B: Leading and influencing the delivery system through collaboration, partnerships and public engagement

This workshop will help you increase your knowledge of ways to use collaborative working, partnerships and engagement to save money and achieve outcomes by exploring issues such as:

- the foundation of trusting partnership relationships
- the nature of national/local tensions
- engaging stakeholders to be part of the solution
- delivering partnerships with limited resource.

Workshop C: Spending, Commissioning and Sourcing Decisions

This workshop will help you:

- understand the sourcing options available to central government departments and the wider public sector, including local authorities and identify their strengths and drawbacks
- assess the key benefits and risks for their organisation of the alternative model
- understand the principles that ensure success in sourcing projects and cement the right type of partnership
- generate ideas for using sourcing initiatives which could transform the capacity of their organisation to achieve success
- understand and gain experience of alternative finance models behind different service delivery models