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## COMPANY PROFILE - 2022

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Prepared by Britson and Partners

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## Introduction

It is with great pleasure that I introduce Britson and Partners to you. Registered under the Companies and Allied Matters Act of the Federal Republic of Nigeria (RC 1488989), our firm is dedicated to empowering individuals as well as organizations to achieve their strategic objectives.



Our organization was founded by individuals who believe in the illimitable capacity of the human mind. Therefore, by offering Management Consulting, Training, and Capacity building services to individuals, public and private organizations make common people into uncommon people who can achieve uncommon things.

Guided by core values that transcend religion, tribe, race or creed, we aspire to partner with individuals and organisations to create positive and sustainable impacts in the world.

Our core businesses include:

- ❖ Business and Management Consulting
- ❖ Training and Capacity Development
- ❖ Executive Coaching and One-on-One Mentorship
- ❖ Business Management Services
- ❖ Investments

*for* **Britson & Partners Ltd**

Winston P. Ekpotu

Managing Partner/CEO

## About Us...

Britson and Partners is a Management Consulting and Investment firm that empowers individuals and organizations to achieve their strategic goals.

Incorporated in Nigerian with RC 1488989, we partner with individuals and organizations through capacity building, human resources, trading, investments, strategy development, business, and financial management to create positive and sustainable impacts.

Our board is comprised of seasoned professionals from the public and private sector with over 80 years of combined business management and administrative experience in food service, banking, oil and gas, and agribusiness industries as well as public service.

Some of our team members are drawn from the high echelon of the financial industry, oil and gas industry, medical industry, blue-chip companies, established manufacturing industries, consultancy firms, and the center for Management Development.

### ***Our Vision***

*To strategically **partner with Individuals and Organisations to Create Positive and Sustainable Impacts in the World.***

### ***Our Mission***

***Empower Our Clients to Achieve their Strategic Goals.***

### ***Brand Promise***

### ***Our Core Values***

- |                       |                  |
|-----------------------|------------------|
| ❖ Integrity           | ❖ Mutual Respect |
| ❖ Service Excellence  | ❖ Relationship   |
| ❖ Continuous Learning | ❖ Focus          |
| ❖ Innovation          |                  |

# List of Services of Britson and Partners

1. Capacity Building
2. Business Mentoring Program
3. Organisational Development
4. Customer Journey Management
5. Sales and Marketing
6. Retreat Planning and Facilitation
7. Partnership and Collaboration
8. Strategy Development
9. Conference Organisation, Panel Moderation, Public Speaking
10. Partnership & Collaboration
11. Business Investment and Management

## List of Industries

1. Agribusiness Sector
2. Hospitality Sector
3. Finance Sector
4. Healthcare
5. Legal Sector
6. Retail Sector
7. Social Sector
8. Public Sector
9. Information Communication Technology
10. Oil and Gas Sector
11. Energy Sector

# Capacity Building

## *Overview:*

We empower our clients to maximise their talents by offering capacity building programs across a wide range of technical and soft skills designed to meet their most urgent challenges. These customized learning programs are designed to include skills that will boost personal effectiveness, organisational performance and the bottom line.

Every member of an organisation from the top level executives to the front line staff can benefit from our program which is designed to ensure participants have the strategic competences required to deliver outstanding results.

Our training faculty include highly experienced practitioners from the high echelon of the financial industry, oil and gas industry, blue chip companies, established manufacturing industries, consultancy firms and the centre for Management Development.

We don't simply teach the material, but share experiences that enable participants know how to put what they've learned into practice.

## *Our Offering:*

Our capacity building options include: Master classes, employee development workshops and executive programs.

Masterclass/Trainings: We offer interactive classes that are engaging and based on proven professional learning techniques for effective adult learning. Our master classes and workshops are tailored single and multi-day sessions that can be delivered in person or via live, virtual training.

Some of our recently conducted master classes include;

- Business Communication Masterclass
- Investment Masterclass



- Public Speaking Masterclass
- Strategic Leadership Masterclass
- Business Management Masterclass
- Strategic thinking and Mental Flexibility Masterclass
- Entrepreneurship Development Masterclass
- Emotional Intelligence, Stress and Anger Management Masterclass
- Pre-retirement Gold Masterclass

For more enquires on any of the afore listed courses and any other specific need, please contact us.

Employee Development Workshops: We could enhance your teams' skills and expertise using through our workshops single and multi-day sessions that can be delivered in person or via live, virtual training. The sessions will utilize a variety of proven professional learning techniques/methodologies to ensure maximum understanding, comprehension and retention of the information presented. This will include: facilitation, direct input, delegate discussions, case studies, brain storming session, peer feedback and reviews, interactive exercises and video.

Some of our recently conducted workshops include;

- Employee On boarding Workshop for Mid-level executives (Station Manager and Operations Managers) for an Oil and Gas firm.
- Employee Onboarding Workshop for Agricultural Production Companies.
- Employee Onboarding Workshop for Law Firms.
- Employee Onboarding for Island Agro-Industries Development Company Ltd
- Workshop for Gatekeepers on Managing and Coordinating the Executive office in Private Organisations
- Attitude and Behavioural Change Workshop for Non-professional Staff.

For more enquires on any of the afore listed courses and any information on how we can develop a workshop for your organisation, please contact us.

Executive Program: Targeted at Mid-level and senior executives, using adult learning tools at our disposal, we develop leadership based workshops that will empower

executives with the CEO mind-set. These multi day workshops can be delivered in person or via live virtual training by leading experts from our partner network. While General management principles and concepts are taught during these workshops, there is a focus on the sector, industry and operating environment of the organisation.

Some of the recently concluded General Executive Programs include:

- Leading Strategic Transformation
- Building and Leading High Performance Teams
- Strategic Planning and Management
- Future thinking for Organisation
- Risk and Crisis Management
- Tools for Performance Management
- Self-leadership and personal effectiveness
- Negotiation Skills
- Branding and Public Relations for Senior Executives
- Executive Business Communication
- Executive Coaching and Mentoring within the Organisations

For more enquires on any of the afore listed courses and any other specific need, please contact us.

## **Business Mentorship Program**

### ***Overview***

We empower new and existing business owners with the capacity to navigate the challenges of the business environment.

The challenges of business climate are changing dramatically every day. Meeting challenges requires a new a positive attitude, enhanced skills and practicable knowledge.

This 6 to 8 weeks' program is designed for emerging and established entrepreneurs looking to upskill themselves and enhance their competences to enable them navigate the ever-tough business environment.

### ***Our Offering:***

Using our 10 P's model for business development, our leading experts will guide participants through the process of building a successful, sustainable and profitable business.

This program is a 6 to 8 weeks long program with a 4-hour weekly contact time selected and agreed by participants and lead faculty for the program.

Our mentorship team consists of highly experienced individuals with over 120 years combined entrepreneurship, product development, business and financial management experience.

Regardless of your ultimate career goals or business strategic objectives, joining our mentorship program will give you an edge. Emerging entrepreneurs in previous sessions have learnt how to plan, fund and build businesses from the ground up.

Established entrepreneurs have learnt how to grow their market share, utilize their assets, build performing teams, sourcing investors, develop Organisational structure, strategies, and products.

For effective service delivery, each stream is limited to 10 to 15 participants.

Contact us to book your slot in the next stream.

Also contact us to see when we will be having the next pull event (Free physical one-day program) that provides an overview of the program.

DATE: Venue

NOTE: Register to book a space, please.

# Organisational Development

## *Overview*

We empower our clients to build develop a human and social organisation which employs the right people, develops their talents and organise them for productivity. We ensure that the right systems are in place to ensure maximum productivity.

## *Our Offering:*

Working with a team of partners, we develop organizational charts, job schedules, employee handbooks.

For existing organisations, we conduct staff and skill audits to ensure that we have the right people in the organisation and their skill match their deliverables.

# Strategy Development

## *Overview*

We empower our clients to make long term choices that distinguish them from competitors and ensure the creation of superior economic performance. Our team members have helped companies across different sectors to develop winning strategies that have ensured business success, sustainability and long term profitability.

## *Our Offering:*

Using decades of experience and tools developed over time, we have helped

# Customer Journey Management

## *Overview*

We empower our clients to maximise their talents by offering capacity building programs across a wide range of technical and soft skills designed to meet their most urgent challenges. These customized learning programs are designed to include skills that will boost personal effectiveness, organisational performance and the bottom line.

Every member of an organisation from the top level executives to the front line staff can benefit from our program which is designed to ensure participants have the strategic competences required to deliver outstanding results.

Our training faculty include highly experienced practitioners from the high echelon of the financial industry, oil and gas industry, blue chip companies, established manufacturing industries, consultancy firms and the centre for Management Development.

We don't simply teach the material, but share experiences that enable participants know how to put what they've learned into practice.

# Leadership & Management Development Courses

## *Overview*

Every organisation strives to make common men do uncommon things. In the same vein, the common men in the organisation have to be transformed into uncommon men. This is in fact the concept of leadership and the reason why Britson and Partners has identified with reputable institutions in the United Kingdom, United Arab Emirates, Republic of Ireland and other African countries to provide the bespoke leadership and management development courses.

Our consultants and faculty members who are drawn from industry and academia possess decades of experience in the various fields. These sessions which are designed for a class size of ten (10) or more participants are intended for large number of junior staff, supervisors and junior managers.

A training schedule for the year 2022 has been developed in conjunction with our partner institutions.

Special offers are also available for training of 5 or more participants in any of our training centres. For other dates and locations, please contact us for details.

# Training Brochure 2022

## *Strategy and Advanced Leadership for Mid – Level and Senior Executives – Part 1*

Date	Course Title	Duration	Venue	Fees
Jan 10, Apr 11, July 18, Oct 03	Leading Strategic Transformation	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 17, Apr 04, Sept 5, Oct 10	Building and Leading High Performance Teams	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 24, Apr 11, Sept 12, Oct 17	Strategic Planning and Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 25, Sept 19, Oct 24	Future thinking for Organisation	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 07, May 02, Aug 08, Nov 07	Risk and Crisis Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, Apr 11, Sept 19, Nov 14	Tools for Performance Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, May 30, Aug 29, Nov 21	Self-leadership and personal effectiveness	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 21, Jun 06, Aug 08, Dec 05	Negotiation and Conflict Resolution	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Strategy and Advanced Leadership for Mid – Level and Senior Executives – Part 2***

Date	Course Title	Duration	Venue	Fees
Mar 28, May 30, Sept 12, Dec 19	Branding and Public Relations for Senior Executives	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 07, May 02, Aug 01, Nov 07	Executive Business Communication	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 07, Jun 06, Sept 19, Dec 05	Emotional Intelligence	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 07, May 28, Sept 26, Dec 12	Organisational Change Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 10, Apr 11, Jul 18, Nov 7	Mental Flexibility and Strategic Thinking for Organisational Excellence	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 07, Apr 11, Aug 15, Oct 24	Developing Senior Management Personality and Capacity	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, May 16, Sept 12, Nov 28	21st Century Leadership: Inspiring Excellence and Engagement	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, Jun 13, Sept 19, Dec 29	Leadership Development Program (Intermediate)	5 days	London, Dubai, Dublin, Kigali	\$5,000.00



## ***Leadership, Management and Human Resources – Part 1***

Date	Course Title	Duration	Venue	Fees
Jan 10, Apr 11, Jul 4, Dec 19	Basics of Human Resource Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, Apr 11, Sept 19, Oct 31	Human Resources in Public Sector	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, Apr 11, Sept 26, Nov 21	Advanced Recruitment, Selection & Interviewing Skills	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 3, May 16, Sept 5, Oct 31	Building Leadership Skills for Culture Change and Organisational Development	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 21, Jun 20, Aug 29, Nov 7	Managing the Training Function	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 25, Jul 4, Oct 17	Improving Employee Performance and Engagement	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, Jun 6, Sept 12, Dec 5	The Human Resource Executive Mini-MBA	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, May 9, Aug 22, Dec 5	Mentoring	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, Apr 11, Sept 19, Dec 5	Career Development & Succession Planning	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Leadership, Management and Human Resources – Part 2***

Date	Course Title	Duration	Venue	Fees
Jan 31, May 23, Jul 11, Dec 19	Job Scheduling and Evaluation	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 21, Sep 26, Dec 26	Strategic Human Resource Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 11, Jul 18, Oct 31	Introduction to People Management (Certified by CIPD)	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 7, Jun 6, Aug 8, Dec 5	Managing Learning and Development (Certified by CIPD)	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 4, Jul 25, Oct 24	Introduction to Leadership & Management: Effective Team Building	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, Jun 13, Aug 1, Nov 14	Development of Organisation's Standard Operating Procedures	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, May 9, Aug 1, Oct 3	Stakeholder Management and Engagement	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 7, Jun 27, Aug 22, Nov 14	Personal Skills Development for Professional Excellence	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Personal Development Courses***

Date	Course Title	Duration	Venue	Fees
Jan 3, Apr 11, Jul 4, Oct 17	Work-Life Balance	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 7, Jun 27, Sep 26, Nov 21	Personal Growth	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, May 16, Sep 5, Dec 12	Goal Setting and Execution	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 3, Apr 4, Jun 27, Nov 21	Workplace Etiquette	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, Jun 13, Sep 12, Dec 12	Personal Branding	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, May 30, Sep 5, Nov 7	Developing a Growth Mindset	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 24, Apr 25, Jul 11, Oct 17	Clarity Retreat - Designing a Vision Board for Your Life	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 7, May 23, Aug 1, Dec 12	Winning People	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Business Management & Contract Management Courses – Part 1***

Date	Course Title	Duration	Venue	Fees
Jan 10, Apr 4, Jul 25, Oct 31	Inventory Management Skills for Senior Executives	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, May 2, Jul 25, Dec 5	Consultation and Facilitation Skills Development	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 21, Jun 6, Aug 8, Nov 7	Business Strategy Execution	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 17, Apr 4, Aug 15, Dec 19	Introduction to Business Communication	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 7, Jun 6, Sep 19, Nov 21	Business Analytics	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, May 2, Aug 15, Oct 3	Lean Six Sigma Green Belt Certification Course	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 24, Apr 25, Jul 4, Nov 21	Lean Six Sigma Black Belt Certification Course	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, Apr 11, Jul 11, Nov 28	Contract Law of Business	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Business Management & Contract Management Courses – Part 2***

Date	Course Title	Duration	Venue	Fees
Jan 17, Apr 18, Jul 11, Oct 31	Introduction to Leadership and Management: Effective Team Building and Development	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, May 16, Jul 18, Dec 12	Supply Chain Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, Apr 11, Jul 18, Nov 14	Business Relationship Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 24, May 23, Aug 15, Oct 17	Change Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 7, Jun 13, Sep 5, Dec 12	KPI Selection and Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, Apr 11, Aug 22, Oct 24	Balanced Scorecard Professional Certification Training Bootcamp	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Information & Communication Technology – Part 1***

Date	Course Title	Duration	Venue	Fees
Jan 3, May 7, Sep 12, Dec 12	Data Analytics Techniques	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, Jun 27, Sep 19, Dec 5	Website Design and Development	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, Jun 13, Aug 1, Oct 24	Social Media as Tools for Business	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 3, Apr 25, Aug 1, Oct 3	Strategic IT Leadership	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, Apr 4, Jun 6, Oct 3	Software Testing and Quality Assurance	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 25, Jul 18, Oct 31	Introduction to Big Data	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, May 23, Aug 1, Oct 24	Introduction to Cloud Computing	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 21, May 2, Aug 1, Nov 21	Information and Communication Technology Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Information & Communication Technology – Part 2***

Date	Course Title	Duration	Venue	Fees
Feb 14, Apr 4, Aug 8, Oct 10	Cyber Security Risk Assessment and Management Training	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 21, Jun 6, Aug 15, Nov 7	Certified Security Risk Assessment and Management Training	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, May 2, Sep 5, Nov 21	Certified Risk and Information Systems Control (CRISC)	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 17, Apr 4, AUG 29, Oct 31	Cyber Security: Accessibility and Quality	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***Project Management, Facility Management and Risk Management***

Date	Course Title	Duration	Venue	Fees
Feb 14, Apr 4, Aug 8, Dec 19	Introduction to Project Management Training	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 10, Apr 11, Jul 18, Dec 19	The Project Management Professional Course (PMP)	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, Jun 13, Sept 19, Dec 29	Facilities Management Contract Managers Technical Awareness Course	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 24, Apr 26, Sept 12, Oct 31	Project Management Praxis	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, Apr 11, Sept 19, Nov 21	Risk Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 28, Jun 6, Aug 15, Nov 14	Understanding Facility Management- Foundation Course	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 25, Jul 18, Oct 17	Facility Management and Planning	5 days	London, Dubai, Dublin, Kigali	\$5,000.00



## ***General Courses & Soft Skills Training – Part 1***

Date	Course Title	Duration	Venue	Fees
Feb 28, Jun 27, Sep 19, Dec 5	Customer Service Excellence - Soft Skills	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 14, Apr 4, Aug 8, Oct 10	Communication, Planning and Administrative Skills Training	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 14, Apr 25, Sept 26, Nov 21	Communication Skills Training for Effective Leadership	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 21, Jun 06, Aug 08, Dec 05	Assertive Communication Skills Training for Managers	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 7, Jun 27, Sep 19, Dec 12	Critical Thinking and Creative Problem Solving	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 31, Apr 25, Jul 18, Oct 31	Efficient Training Needs Analysis	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 21, Jun 06, Aug 08, Dec 05	The Leaders as a change Catalyst	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Feb 28, Jun 6, Sept 19, Oct 24	Advanced Budgeting Workshop/Efficient Finance & Accounting	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Mar 7, May 16, Sep 5, Nov 21	Building Administrative Skills for Coordinating the Executive Office	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## ***General Courses & Soft Skills Training – Part 2***

Date	Course Title	Duration	Venue	Fees
Feb 14, Apr 11, Sept 26, Nov 21	Records Management	5 days	London, Dubai, Dublin, Kigali	\$5,000.00
Jan 3, May 7, Sep 12, Dec 12	Minutes and Reports Writing	5 days	London, Dubai, Dublin, Kigali	\$5,000.00

## Some satisfied clients

