

# spotlight

on skills for work

*Yeovil College Training provides high quality work-based and professional training programmes to help employers and employees fulfil their potential and work effectively whether in the public, private or voluntary sector. With expertise in a wide range of areas we offer scheduled, customised and work-based learning programmes. Working closely with our clients to establish their exact needs and requirements we ensure that the correct training is delivered. Our courses can be held at any time or place to suit the needs of your organisation.*

**Two Apprentices are celebrating at becoming the first to complete their NVQ Level 3 course at Yeovil College's North Dorset Skills Centre at Shaftesbury.**

The Apprentices, Ollie Howe (from Gillingham) and Simon Dibben (from Henstridge), are both employed by Wessex Fire & Security in Shaftesbury. They have been studying NVQ Level 3 Security Installation on a day release basis for the last four years. During this time they have been working in the industry gaining valuable experience to complete their Apprenticeship programmes.



If you would like to find out more about Apprenticeships please contact Yeovil College Training on 01935 845344.

Stuart Fisher (Director/General Manager) of Wessex Fire & Security said *"Gaining a recognised qualification in this way gives the apprentice a firm basis to start a career in the fire & security industry. We are delighted to work closely with Yeovil College over the past few years to successfully create a training programme that establishes first class, high quality engineers at the end of it."*

Yeovil College has close links with local employers in a wide range of occupational sectors giving young people the best of both worlds - doing a real job and getting paid a wage or training allowance.



*Photograph shows John Atkinson, Quality Assurance & Training Manager from Gooch & Housego presenting a cheque for £1,000 to Andy Davidson, Head of Centre for Engineering & Sciences at Yeovil College.*

Yeovil College has welcomed the personal investment of a generous donation, by Ilminster based company Gooch & Housego, with a cheque for £1000. The donation supports a very exciting time for Engineering at the College, shortly after the opening of the new Leonardo building, which offers spacious and purpose built teaching facilities for a wide range of engineering disciplines throughout the ground floor. The donation will help to support the frequent demands on specialist equipment and resources for apprentices.

For a copy of our **Solutions for Business** publication call 01935 845392

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# SMALL BUSINESS NETWORKING EVENT ~ A GREAT SUCCESS

The Small Business Networking Event held at the University Centre Yeovil (UCY) last Wednesday proved to be a resounding success. The event, which was sponsored by The Chartered Institute of Marketing in partnership with Business Link, the University Centre Yeovil and Yeovil College, was attended by over 50 local employers, employees and students.



Richard Storey, Chartered Institute of Marketing South West Small Business Group Champion said; ***“Smaller businesses can sometimes see marketing as something only big brands invest in – but it is not just about glossy adverts, brochures and sponsorship deals. Marketing is about knowing what your customers want***

***and how to deliver it, whilst increasing profits. This event gave businesses the opportunity to find out how marketing can improve their bottom line performance.”***



Amongst the taster seminars on offer were: Making Green & Ethical Issues work for your Business – a look at why SMEs cannot afford to ignore the issues; Research Made Easier – how businesses can seek out and use secondary data; Winning Websites – an overview of how to build your very first website and maximizing search engine positions.

David Winter, Business Development Manager, Sales Star in Bath who was one of the seminar speakers said ***“It was good to be able to impart my commercial experience into the small business sector through a combined gathering of marketing students and employers.”***

Sue Butler of Sue Butler Marketing at South Petherton commented ***“This has been a very useful day.”***

For information on the next event which will be held in February please contact Yeovil College Training on 01935 845392

Photograph shows speakers Shaun Hindle (Director of Business Training at Yeovil College), Maureen Wincott (Programme Area Co-ordinator & Marketing Course Leader), Richard Storey (CIM SW Small Business Group Champion); Nina Preece (Impress Media); Stuart Annett (Business Link); David Winter (Sales Star); Brian Doidge (Programme Area Co-ordinator & Business Management Course Leader ) and Veeda Crichton (Business Training Manager, Yeovil College Training).

Find out more about how we can help your ***business develop*** with ***skills training***

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# Employers!

## Did you know that you can get FREE training for your employees at NVQ Level 2?

*Train to Gain is a service designed to help businesses like yours, get the training they need to succeed. It can improve productivity and competitiveness by make sure employees have the right skills to do the best job.*



There is a range of training and qualifications available through Train to Gain including Skills for Life qualifications, first full NVQ Level 2 qualifications, Apprenticeships and Advanced Apprenticeships and NVQ Level 3 and above. At Yeovil College Training we specialise in the development of the workforce through the delivery of customised training courses to meet your business needs. It has been proven that companies have increased the productivity of their workforce by 4%\* (\*research carried out by Fiscal Studies) by providing them with the right training.

### We offer

- A free skills analysis that assesses your current and future training needs.
- Recommendations on the most suitable training courses, customised to meet your individual company and employee requirements.
- Help you get the best value for money from your investment in training, including helping you choose the best way to pay for your training.
- Qualifications that are offered at a time and place to suit your employees and your business.

The range of Train to Gain courses at Yeovil College Training offers includes:

### NVQs at Level 2 and where appropriate Level 3

- Customer Service
- Business Administration
- Team Leading
- Warehousing & Distribution
- Accountancy
- Management Studies (Level 3)
- Health & Social Care
- Engineering
- Business Improvement Techniques (BIT)
- Manufacturing
- Furniture Studies
- Print
- Hospitality & Catering
- Information Technology Qualification (ITQ)

For further information about **Train to Gain** and the benefits it can offer your company, please contact Adrian Bromfield on 01935 845344 or Shaun Hindle on 01935 845392



## NEBOSH

National General Certificate  
in Occupational Safety

**NEW COURSE  
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MARCH 2008**

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## MORE YEOVIL UNIVERSITY GRADUATES THAN EVER BEFORE!

The University Centre Yeovil (UCY) recently celebrated its most successful year ever, with over 300 students graduating from the variety of university level courses on offer at the UCY. Over 900 students, staff, dignitaries and guests attended the Ceremony which took place at Westland Leisure Complex in Yeovil.

Among the students' accolades were eleven First Class Honours Degrees in subjects including English & History, Early Years Care & Education and Clinical Nursing (Adult Branch) all of which are validated by Bournemouth University.

Outstanding Achievement Awards were presented to four students: Jane Caines, a Diploma HE Clinical Nursing Students from West Coker; Katy Del Gallow, a BSc (Hons) Clinical Nursing students from Blandford; Rebecca Hurrall, a BA (Hons) English & History student from Stoke-sub-Hamdon and Leanne Middle, a Diploma HE Operating Department Practice student from Taunton.

The ceremony also included a wide range of Professional awards such as The Chartered Institute of Marketing (CIM) Professional Postgraduate Diploma; Management Studies, Accounting Technician Award (AAT) and Chartered Institute of Purchasing & Supply (CIPS).

For further information about all the courses on offer at the University Centre Yeovil (UCY), please visit their website at: [www.ucy.ac.uk](http://www.ucy.ac.uk)



Photo shows dignitaries and representatives of local businesses at the Graduation Ceremony.

## BUSINESS PLAN AWARD

This year's **NatWest Business Plan Challenge** was won by a group of University Centre Yeovil (UCY) students studying a *Foundation degree in Business & Management*. The students, Natasha Whitcombe, Emma Peeke and Jonathan Osborne won the competition and £100 prize for their business proposal for their juice and smoothie bar business 'Sweet N InnoScent'.

The trio impressed the judges with the overall quality of their business plan and the outstanding way they presented it to the judges.

Chris Merrick, NatWest's Business Development Manager for Somerset and Dorset, and Jon Stocker from local accountants Milsted Langdon have been working with the students, helping them to identify business opportunities and developing their business plans.

Chris and Jon have visited the UCY regularly to offer advice on aspects including planning, competition, product choice, the market place, cash flow projections and targeting customers. Having worked closely together in the business community, this year's competition builds on the advice both Chris and Jon have been giving students at the UCY in recent years.



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