

# Flexible solutions for your business needs

Professional Courses  
Facilities and Services  
Business Innovation



UNIVERSITY OF  
GLOUCESTERSHIRE

at Cheltenham and Gloucester



“Our partners at the University of Gloucestershire have been very supportive.”

Ian Wainwright Ecclesiastical Insurance

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## Putting business first



Whatever your business ambitions we can help you achieve them.

Bringing together new ideas, pioneering research and inspiring teaching, we encourage innovation and enterprise, promote active learning and enable connected thinking. All in a nurturing, supportive environment focused on the aspirations of local businesses.

We have strong, successful and well established partnerships with a range of public, private and third-sector organisations, giving us an in-depth understanding of the local and regional economy. We are able to tailor the services we offer to the needs of your business. Some of our partners and customers have shared their experience in this document.

Finding new solutions to meet the challenges of an ever changing world is what we do. If you're excited by the opportunity to realise your business potential, read on and get in touch.

**Dr Paul Hartley**  
Chief Executive and Vice-Chancellor



“The JobShop at the University of Gloucestershire is a fantastic tool for recruiting bright, enthusiastic and reliable undergraduates. Our relationship with the JobShop has helped us to fill a variety of part time, full time and one off opportunities - many which have resulted in permanent positions. It’s a win - win relationship!”

Katy Smith, Resourcing Manager, Endsleigh Insurance Services Ltd



“All of the candidates that came along were of the usual high standard we expect when meeting students completing their teacher training at the University of Gloucestershire. It’s always a pleasure for us to meet with the University and it’s students, so I wanted to write and extend sincere thanks for all of the efforts of the University.”

Laurence Hewetson, ITN Mark Education



## Courses

**Whether you're a business start up, have business development aspirations or are long established, the University of Gloucestershire can offer you support, training and workforce development.**

06 Courses

Inspiring teaching, innovative new ways of learning and academic excellence come together in a nurturing, supportive environment where you'll find courses that can be fully tailored to your business needs – ensuring your employees are able to develop the skills and gain the knowledge that you need to grow.

## Short Courses

Our short courses offer a wide range of opportunities to improve knowledge and sharpen skills, or simply to try something new. This year subjects include the **Prince 2 Foundation Practitioner course, Managing People and Performance, Emotional Intelligence,** and **Community Development,** amongst others.

To find out more, please visit [www.glos.ac.uk/shortcourses](http://www.glos.ac.uk/shortcourses)

## Undergraduate Courses

From accountancy to youth work, you'll have the chance to discover something new about your world, and yourself – right on your doorstep. The courses we offer at this level are certificates, diplomas, foundation degrees and honours degrees. You've the option of focussing on one field for a Single Honours Degree, or two for a Joint Honours Degree.

Our courses are made up of modules. These modules can be delivered as a short course in their own right. Module choices can be accessed through the course pages at [www.glos.ac.uk](http://www.glos.ac.uk).

To find out more about what we can offer, please visit [www.glos.ac.uk/courses/undergraduate](http://www.glos.ac.uk/courses/undergraduate)

## Professional Courses

The nature of professional study means that you'll be learning with people from a wide range of occupations, exposing you to new ideas, new possibilities and new perspectives. It's this diversity of experience which creates stimulating and supportive learning environment.

To find out more, visit [www.glos.ac.uk/courses/professional](http://www.glos.ac.uk/courses/professional)

## Postgraduate Courses

We offer a wide range of innovative and intellectually challenging taught courses at postgraduate level. Many of our courses are accredited by professional organisations, whilst other programmes, such as those in **Human Resource Management,** are specifically designed in conjunction with industry professionals.

To find out more, visit [www.glos.ac.uk/courses/postgraduate](http://www.glos.ac.uk/courses/postgraduate)

## Research Programmes

A Research Degree involves defining your own area of enquiry and devising methods to answer the questions which you yourself construct. We offer a range of postgraduate research opportunities across the University, where you can work on your individual research topic alongside experienced researchers and supervisors.

Our Doctorate in Business Administration is just one way in which you could engage in major projects from within your own organisation. The DBA is a structured route to doctoral level, with four modules before the research phase.

To find out more, please visit [www.glos.ac.uk/research](http://www.glos.ac.uk/research)





“Without the University of Gloucestershire’s BUG competition I would not have started the Vanilla Pod Bakery. Together the BUG initiative and the marketing management course I studied, gave me the courage, support and knowledge to go further and set the business up for real.”  
Pia Cato, Vanilla Pod Bakery



“The Sales Academy is designed to help our sales team be the best. Our team is highly skilled and we want to continue developing them, so accreditation recognises the great work they’re already doing. But it will also drive up standards to ensure we’re always improving. Our partners at the University of Gloucestershire have been very supportive during the design of the accreditation.”  
Ian Wainwright Ecclesiastical Insurance

## Facilities and services

**We offer a range of facilities and services to help you build and develop your workforce and can provide additional resource to help your business grow.**

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## Careers centre

**With its excellent reputation amongst employers for producing work-ready focused graduates, our Careers Centre is an excellent source for your graduate recruitment.**

**Working with a wide range of local, regional and national employers across the private and public sectors, we have developed strong links with organisations such as GCHQ, Ecclesiastical, Local Education Authorities and Cheltenham Volunteer Centre.**

We can advertise your vacancies by targeting specific departments within our university as well as using the free on-line service at Gradsouthwest which is used regularly by more than 46,000 graduate job seekers across higher education institutes in the South West.

- act as a mentor to a student
- give presentations
- supply information about your organisation for the Careers Centre Information Room
- use interview facilities on university premises

In addition, we can help you raise the profile of your organisation with our students by offering you the opportunity to:

- take part in a range of careers events and fairs on each campus

Visit [www.glos.ac.uk/careers](http://www.glos.ac.uk/careers) or contact the Careers Centre team on 01242 714795 or [careers@glos.ac.uk](mailto:careers@glos.ac.uk)

## Conferences, meetings and events



With a wide range of 'professional facilities' available throughout the year, the University of Gloucestershire is an ideal choice to hold your conference, meeting or event.

We have a range of rooms available across the different campus locations to provide you with a number of flexible options to satisfy your requirements. This means that you can choose the surroundings that suit your event the best.

Facilities across the University include:

- lecture theatres with state-of-the-art AV equipment
- modern meeting rooms
- versatile exhibition space
- video conferencing
- cafe style learning pods
- interactive breakout rooms
- comfortable hospitality or dining areas
- variety of menus available
- on site en-suite accommodation
- attractive grounds for outdoor events

Choice of venues:

### Cheltenham

- The Park: 24 acres of beautiful landscaped parkland, regency villas and modern architecture
- Francis Close Hall: modern facilities set amongst beautifully restored Tudor Gothic buildings just a few minutes' walk from Cheltenham town centre

### Gloucester

- Oxstalls: contemporary spacious and light buildings near to Gloucester city centre

For more information, contact the Commercial Services team on 01242 714830 or email [commercialservices@glos.ac.uk](mailto:commercialservices@glos.ac.uk) or visit [www.glos.ac.uk/hosting](http://www.glos.ac.uk/hosting)

## Job opportunities

### JobShop

The Student Union JobShop is a quick and efficient service to help your organisation fill your part-time, casual or temporary requirements at a very competitive price.

Taking the effort out of the recruitment procedure, the JobShop acts as an intermediary between your organisation and the student body to ensure that your vacancy is filled by a student with suitable skills.

You may also gain satisfaction in the knowledge that you're helping students gain hands on experience thereby increasing their employability after they graduate.

The success of our service is apparent in the on-going positive

relationships we have formed with local companies such as Regency Recruitment, Endsleigh, and Catering at Cheltenham Racecourse.

For more information, contact the Job Shop team on 01242 714364 or email [jobshop@glos.ac.uk](mailto:jobshop@glos.ac.uk) or visit <http://yourstudentsunion.com/jobshop>

### Project opportunities

Students are now more than ever looking to gain an advantage in their future careers. As a local business you have the opportunity to take on these enthusiastic students to undertake short projects that your business might require. This opportunity is ideal for businesses and students alike, giving students the chance to gain relevant experience in their

chosen fields and providing your business with the means to develop a project you may not normally have had the resource to undertake.

At the University of Gloucestershire students study a wide range of disciplines that may include a specialisation in the area your company needs. This could be your chance to gain the expertise you need whilst making a real and positive difference to the future career of a student.

For more information on taking on a student to undertake a project for your business please contact the Centre for Enterprise and Innovation on 01242 714104 or email [cei@glos.ac.uk](mailto:cei@glos.ac.uk)



## Student placements

Do you have graduate opportunities in your organisation? If so, consider employing one of our undergraduate students who might be looking for a full-time work placement as part of their course.

Typically, students complete two years of academic study and then spend twelve months working within an organisation before returning to university for their final year of study and graduation. This is an integral and assessed part of their studies and is vital to the student's academic and

personal development. As a result, our students are highly-committed, motivated individuals with up-to-date skills, and keen to make a contribution to your organisation. Perhaps you may even find a suitable employee for the future at the same time.

Our Work-based Learning team work with a wide range of small, medium and large organisations locally, nationally and internationally and can help you select the right candidate for your requirements, as well as providing on-going support

during the placement. With 200-250 undergraduate students being placed every year, we are proud of the well-established relationships that our experienced team have built with companies such as Intel, Kraft, Pfizer, Xerox, Airbus Renault and GE.

For more information, contact the Centre for Work Based Learning team on 01242 714317/4318/4316 or email [placements@glos.ac.uk](mailto:placements@glos.ac.uk) or visit <http://placements.glos.ac.uk>



## Mentoring\*

Employer mentoring enables students to bridge the gap between university and employment, equipping students for the working world.

The scheme offers employers exposure to the graduate market, and helps employees to gain valuable mentoring skills, a key aspect of Continued Professional Development (CPD).

### Benefits to Business

- Consolidation and further development of coaching skills  
CPD facilitation
- Establishing an understanding of the current graduate employment market and potential recruitment opportunities
- Reflective understanding of their own career path and decisions
- Opportunity to share experience and industry specific advice

Our scheme welcomes mentors from all sectors of industry. Each employer mentor benefits from a half-day training course to ensure they are fully prepared to engage in the mentor/mentee relationship; student mentees also undergo training prior to engagement in the scheme.

Industry mentors are the best source of knowledge in this instance, because they either deal directly with recruitment, or have recent and relevant experience of the competitive employment market in the current economic climate; they understand both the essence of competition and the potential pitfalls faced by future graduates.

For more information, contact Centre for Enterprise and Innovation on 01242 714104 or email [cei@glos.ac.uk](mailto:cei@glos.ac.uk) or visit [www.glos.ac.uk/forbusiness](http://www.glos.ac.uk/forbusiness)

# North by South West Skillset Media Academy

North by South West is one of 17 Media Academies across country set up by Skillset – the UK Sector Skills Council for the Audio Visual Industries – to draw together creative education partnerships from 43 colleges and universities across the UK.

The University of Gloucestershire leads the North by South West Media Academy in partnership with Cirencester College, Gloucestershire College and Wiltshire College.

Ensuring that education and training for the media industries is up-to-date and relevant, the Academy has been set up as a regional centre for excellence supporting employers and students alike.

The Academy offers bespoke course development for those working in the media industries and provides opportunities for companies to harness the creativity and enthusiasm of a new generation of media professionals.

It provides practical creative solutions, producing audio, animation and video for online audiences as well as providing media training and studio facilities.

The Academy also runs workshops and idea development events for community and multi-media companies.

We can provide support for the following:

- Television production
- Radio production
- Film-making and production
- Animation
- Multi-media
- Interactive media
- Journalism
- Web design

For more information, contact us on 01242 715056 or email [adawson@glos.ac.uk](mailto:adawson@glos.ac.uk) or visit [www.northbysouthwest.co.uk](http://www.northbysouthwest.co.uk)

North by South West Skillset Media Academy is run with the support of:



SOUTH WEST ERDF  
COMPETITIVENESS AND  
EMPLOYMENT PROGRAMME



European Regional  
Development Fund  
Investing in your future





## **Business innovation**

**We encourage entrepreneurship and can help you develop innovation in your business by offering support through our impressive range of business enterprise projects and partnerships.**

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# Graduate Challenge

**Graduate Challenge offers you fresh thinking and expertise that could make the difference and help your business move forwards in today's challenging economic environment.**

**Graduate Challenge provides local businesses with the opportunity to hand-pick a recent university graduate to participate in a structured four-month work placement.**

Launched in May 2009, the University of Gloucestershire and Gloucestershire First joined forces to offer support to businesses in the county and help Gloucestershire graduates to get a foot on the career ladder. This scheme has been extremely successful.

- additional training and support for your company from the University of Gloucestershire
- access to potential additional training and consultancy support from the University of Gloucestershire.

Graduate Challenge offers your company an opportunity to invest in its future through:

- a four-month placement for a graduate picked by you
- the chance to deliver a live project relevant to your business

For more information, contact the Centre for Enterprise and Innovation on 01242 714104 or visit [www.graduatechallenge.co.uk](http://www.graduatechallenge.co.uk)

# Business Planning at the University of Gloucestershire (BUG)

Promoting enterprise and innovation amongst university staff, students and former students, the BUG (Business Planning at the University of Gloucestershire) Programme is designed to help develop entrepreneurial thinking and create new business ventures.

BUG participants are supported with access to business planning lectures, a series of interactive workshop and entrepreneur mentoring sessions.

The annual BUG Competition has been developed by the University, where participants create a business plan for a new business venture and compete to win a share of a cash prize fund, kindly provided by the BUG Programme's panel of supporting organisations.

The BUG Programme engages participants from across the University with a full spectrum of faculties and years represented and, thanks to the support of the programme, the University is already seeing a number of participants' ideas convert into small businesses.

Inspired by the success of the BUG Programme the University has further expanded its enterprising provision with the establishment of a new student entrepreneurship society 'Gloucestershire Entrepreneurs'. The society is open to all students and has the aim of developing entrepreneurship and enterprising skills and abilities, helping students gain business contacts, gain experience in small ventures and facilitating them to be more

enterprising in their future careers after graduating from University. The society launched in 2010 and its programme of activities includes business events, social events, 'Apprentice' style challenges and involvement with the Young Enterprise initiative.

Enterprise activity at the University has been supported by Knowledge Escalator. The Knowledge Escalator project is part financed by the European Union's ERDF Competitiveness and Employment Programme 2007-13 securing £1,833,000 of ERDF investment through the South West Regional Development Agency (SWRDA).

The BUG programme is run in association with the University of Gloucestershire's Alumni Association and in 2010/11 was supported by:





## Knowledge Transfer Partnerships

Knowledge Transfer Partnerships (KTPs) are government-assisted programmes to support growing businesses. If your organisation needs to progress but lacks the skills or financial resource to make it happen then a KTP is the answer.

Supported by government finance and the expertise of the University of Gloucestershire, a KTP will place a full-time, skilled university graduate with your company to deliver a defined strategic project.

KTP projects can cover any important aspect of a business where the company needs an injection of knowledge or expertise. The length of the project could be between one to three years.

Benefits for your organisation:

- financial support
- resource and expertise to provide solutions and embed lasting change
- structured project management and implementation

A recent government report suggests that on average:

- The business benefits that can be expected from a single KTP project are an increase in over £227,000 in annual profits before tax;
- The creation of three genuine new jobs;
- An increase in the skills of existing staff (KTP Annual Report 2006/7)

For more information, contact the Centre for Enterprise and Innovation on 01242 714104 or visit [www.glos.ac.uk/ktp](http://www.glos.ac.uk/ktp)

# The Gloucestershire Enterprise Network (GEN)

The Gloucestershire Enterprise Network (GEN) is an online and off-line networking forum designed to promote opportunities and create a feeling of community amongst businesses in the county.

The GEN website offers a one-stop resource for business support together with a platform for themed discussion and promotional activity for those engaged in economic activity in Gloucestershire.

GEN offers its members a wide range of resources and benefits including business events in your area.

GEN members have the opportunity to promote their own business by posting information to the site such as news, events and company details.

For more information, contact the Centre for Enterprise and Innovation on 01242 714104, email [cei@glos.ac.uk](mailto:cei@glos.ac.uk) or visit [www.genonline.net](http://www.genonline.net)

## University Enterprise Awards

The University hosts annual enterprise awards to celebrate the activities of enterprising staff, students and alumni. Businesses which have forged relationships with the University, for example in offering valuable mentoring support or by working in partnership with the organisation are also honoured at an awards ceremony hosted at the Park campus.

For further information on the Enterprise Awards contact the Centre for Enterprise and Innovation on 01242 714104 or email [cei@glos.ac.uk](mailto:cei@glos.ac.uk) or visit [www.glos.ac.uk/enterpriseawards](http://www.glos.ac.uk/enterpriseawards)



## Nexus

Nexus is a Gloucestershire based initiative working to improve access to higher level skills training for people working in a range of employment sectors.

A partnership between the University of Gloucestershire, Gloucestershire College, The Royal Agricultural College and University of West of England (UWE), Nexus offers a flexible approach focused on the needs of employers.

The Nexus team can develop solutions that work for you and your employees, delivering a range of new and flexible products that can lead to a higher education qualification. They can provide accredited learning, develop bespoke programmes and access to formal or short courses.

For more information, visit: [www.glosnexus.co.uk](http://www.glosnexus.co.uk)

## Consultancy and research

### Consultancy

The University of Gloucestershire has expertise in many areas which could be of interest and assistance to you or your business. Using the expertise, knowledge and experience of our academics we could discuss with you how to expand your business in to international markets; review with you what information systems might help you realise ambitions of growth; advise on the development of a new marketing strategy for your business; or evaluate the effectiveness of a healthy living campaign, to give just a few examples.

*"I have dropped a line to Mike today to thank him for his help and support in our review.*

*I have completed this piece of work now and presented to the Board. We are beginning the process of implementing the recommendations! Thanks for your help in setting this up. I really valued the relationship with the University and hope we can do some more work together in the future."*  
**Antony Pearce, Prospects Services**

Many of our academics bring not just subject and research expertise, but years of experience working in business too. Working with you and your business on current issues, not only benefits you but also helps our

academics keep abreast of the issues you face, generating new case studies and informing their teaching.

For more information, contact the Centre for Enterprise & Innovation on 01242 714104 or email [cei@glos.ac.uk](mailto:cei@glos.ac.uk)

### Research

The University of Gloucestershire offers opportunities to develop your business through original investigation, bringing cutting-edge research and knowledge to real-world problems. Research may be undertaken on a contract basis to inform you about specific things you would be interested in us researching for you, or by studying for a research degree you could undertake the research yourself, with our supervision.

New knowledge and its application will drive the economies of the twenty-first century by providing the ideas and the evidence-base for innovation and enterprise. Across its three Faculties, the University has many areas of research specialism that could help your business, with expertise rated as 'world-leading' in several areas by the last national Research Assessment Exercise (RAE 2008).

The University undertakes research through its many Departments and

via a range of Research Centres and Institutes established at the University, including:

- Centre for Research in Applied Cognition, Knowledge, Learning & Emotion
- Centre for Research in Consumption, Culture and Communication
- Centre for Research in Service (CeReS)
- Centre for Sport, Spirituality & Religion (CSSR)
- Centre for the Study of Crime, Violence and Disorder
- Centre for the Study of Floods and Communities
- Centre of Media, Memory and Community
- Centre for Typography and Authorial Design
- Exercise & Sport Research Centre (ESRC)
- International Centre for Biblical Interpretation (ICBI)
- International Centre for Contemporary Accounting Research (CenCAR)

For more information, contact the University's Research Office, by emailing [researchoffice@glos.ac.uk](mailto:researchoffice@glos.ac.uk). Or to enquire about undertaking a research degree, contact Research Administration, by emailing [researchadmin@glos.ac.uk](mailto:researchadmin@glos.ac.uk).

## Contacts

**If you would like to know more about the work we do and how we can work with you and your business, please contact one of the following departments. For general enquiries contact the Centre for Enterprise and Innovation.**

### Centre for Enterprise and Innovation

Knowledge Transfer Partnership  
Graduate Challenge  
BUG  
Tel: 01242 714104  
Email: [cei@glos.ac.uk](mailto:cei@glos.ac.uk)

### NEXUS

Tel: 01452 563477  
[www.glosnexus.co.uk/index.php](http://www.glosnexus.co.uk/index.php)

### Skillset

Tel: 01242 715056  
Email: [askates@glos.ac.uk](mailto:askates@glos.ac.uk)

### Conferencing and Events

Tel: 01242 714830  
Email: [hosting@glos.ac.uk](mailto:hosting@glos.ac.uk)

### Student Placements

Tel: 01242 714317  
Email: [placements@glos.ac.uk](mailto:placements@glos.ac.uk)

### Job Shop

Tel: 01242 714364  
Email: [jobshop@glos.ac.uk](mailto:jobshop@glos.ac.uk)

### Careers Centre

Tel: 01242 714795  
Email: [careers@glos.ac.uk](mailto:careers@glos.ac.uk)

### Admissions

**Undergraduate courses**  
Tel: 0844 801 1100  
Email: [admissions@glos.ac.uk](mailto:admissions@glos.ac.uk)

### Postgraduate courses

Tel: 01242 714500  
Email: [postgrad@glos.ac.uk](mailto:postgrad@glos.ac.uk)

### Professional courses

**The Business School**  
Tel: 01242 714700  
Email: [ugbs@glos.ac.uk](mailto:ugbs@glos.ac.uk)

### Health

Tel: 01242 715132  
Email: [shsc@glos.ac.uk](mailto:shsc@glos.ac.uk)

### Education

Tel: 01242 714733  
Email: [education@glos.ac.uk](mailto:education@glos.ac.uk)

### Research programmes

Tel: 01242 714157/8  
Email: [researchadmin@glos.ac.uk](mailto:researchadmin@glos.ac.uk)

[www.glos.ac.uk/forbusiness](http://www.glos.ac.uk/forbusiness)



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