



INFORMATION

Date: February 2007

Rhema Group called in by global vendor leasing organisation for Project Management Coaching Initiative

The Netherlands-based global vendor leasing organisation De Lage Landen has commissioned Rhema Group to provide formal Project Management Coaching for ten of its key Project Managers in Europe, as a follow-up to Rhema's recent successful delivery of Project Management Training.

Rhema Group consultant Rob Clark, a Member both of the Institute of Management Consultants and the Association for Project Managers and a specialist in PM and Project Support Services for over 15 years is providing the coaching. This takes the form of bi-weekly sessions spread over four months.

Delegates are encouraged to identify general and specific issues surrounding the projects that they are currently running and how to implement CORE, their chosen Project Management method. The coaching also provides delegates with a practical opportunity to incorporate a wider range of Project Management Best Practice.

The high-level objectives of DLL's coaching initiative are:

- To produce capable people to run successful projects.
- To implement Project Management tools and techniques.
- To build on the training investment.

The approach taken by Rob Clark covers the full spectrum of coaching- "from Non-Directive or PULL, which helps someone solve their own problems; to Directive or PUSH, which involves solving someone's problems for them". The coaching deals with a wide range of issues related to project and programme management including many of the softer skills required to ensure that projects deliver successfully. Additionally work is being completed in real time with direct input to the development of good project documentation on live projects.

Delegates bring real project problems to the sessions where these and their possible solutions are discussed for immediate implementation. Back-up telephone and e-mail support is offered between the formal training sessions.

Results being achieved are leading to projects being conducted efficiently and completed on schedule; key project documentation is in place; additional training needs are defined; and development objectives are met for individuals being coached.

Rhema Group MD Jeremy Francis said: “The growing importance of project management as a way of running a business optimally - by bringing together skilled and experienced people, who may be located at different sites or countries, and working in different disciplines – demands that companies develop world-class project managers. Training and coaching are the keys to delivering on that demand”.

Contacts...

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Notes to Editors

The Rhema Group www.rhemagroup.com is a highly respected and well-established UK human resource development company which also operates globally. Founded in 1985 by MD Jeremy Francis, Rhema (a name derived from the Greek for *inspired word*) has won a solid reputation for innovation, quality and reliability of delivery of people development and performance.

Focusing on Talent Development, Management Development, Performance Management, Sales Training and Skills Development, Rhema provides on a 24/7 basis customised and blended solutions involving business consultancy, assessment/psychometrics, training, coaching, software and E-learning (via internet and client intranets).

Rhema Group includes a roster of talented and experienced UK consultants, and through 15 international partners of best practitioner status in Europe, USA, South Africa, Australia and S.E. Asia, Rhema delivers proprietary products and services globally in a variety of languages – in particular to multinationals looking for high quality, customised and consistent international roll-out of centrally mandated people development programmes and assessments. Clients include Microsoft, Société Générale, Reed Business Information, BOC Group, International Financial Data Systems, Institution of Civil Engineers and leading Dutch vendor lease organisation De Lage Landen.

De Lage Landen International B.V. www.delagelanden.com is a Netherlands based international provider of high-quality asset finance and vendor finance programmes. The global offering also includes an array of commercial finance solutions. With a presence in more than 20 countries throughout Europe, the Americas and Asia Pacific the

company focuses on the following industries: Food & Agriculture, Healthcare, Office Equipment, Telecommunications, Technology Finance, Materials Handling & Construction Equipment and Financial Institutions. In its domestic market the company offers Equipment Leasing, Car & Commercial Vehicle Leasing, ICT Leasing, Consumer Finance and Trade Finance through local Rabobanks but also directly to the market.

De Lage Landen is a wholly owned subsidiary of the Dutch Rabobank Group that is AAA-rated by Moody's and Standard & Poor's. In 2004 De Lage Landen grew its net profit to €140 million and its balance sheet total to €15 billion.