



**Helping you develop your business**

# About The Watershed

With over a decade of supporting business advisers, consultants and the professional business support network to develop, increase and improve their consulting and advising skills, Dean Maragh has established one of the leading private sector training organisations in the country at The Watershed.

Supported by a team of tutors, facilitators and assessors from both academic, small business and industrial backgrounds, The Watershed has a proven track record of helping business advisers and consultants improve themselves and ultimately increase the competitiveness of their clients.

The workshops are focused on practical tools and tips which are delivered in an enterprising and interactive manner to aid learning. Assessment, where appropriate is designed to be work based with little or no additional administrative burden to the candidate making the process smooth and hassle free

Dean, an Honorary Fellow of Durham Business School designed the successful Advise-IT programme that leads to the Technology Means Business accreditation and heads up the most successful TMB accreditation centre, in addition, Dean is a Chartered Marketer and Fellow of the Institute of Business Advisers.

Richard Hanage, a Fellow of Teesside Business School has worked with small businesses from two business Schools: Durham and Teesside in addition to having industrial experience at ICI.

Core tutors Ian Haigh and Paul Banks both have extensive experience in large and small businesses with a particular interest in the integration of IT in business processes.

Other tutors with distinct specialisms are utilised on an as needs basis.

## What the participants say

*"Yes-extremely useful discussion putting forward differing views"*

*"A Breath of fresh air"*

*"Many thanks for all your help - it has been a very enjoyable experience working towards the Technology Means Business accreditation with the team at The Watershed"*

## Costs

Clients include private individuals, Business Links, Solicitors, Accountants, Enterprise agencies, Regional Development Agencies, Dti and costs vary dependant on length of course, accreditation and venues. Please ask if costs are not specified

If the course you want isn't listed, please ask

## The next step

Enrollment on any course is simple and straightforward - and you have 3 ways of contacting us

- Email [Andy@the-watershed.co.uk](mailto:Andy@the-watershed.co.uk)
- Telephone 0800 068 0897
- Return the enclosed faxback



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