

## Manchester for international trade

Successful businesses in Manchester are not restricted by geographical boundaries as the region lives up to its reputation as a magnet for international trade. The Manchester Solutions Group delivers the UK Trade and Investment (UKTI) service, in partnership with chambers across the Northwest, to help businesses in Greater Manchester expand their market overseas.

## Improving skills in the region and helping to reduce unemployment

Unemployment rates in Manchester are falling faster than the national trend and Manchester Solutions has played a fundamental role in helping people get back to work. Manchester Solutions works with social groups that have traditionally experienced disproportionately high levels of unemployment by offering recruitment services. Last year more than 11,000 people were helped to find work, including 1,200 Incapacity Benefit claimants, and over 18,000 adults were given help and guidance.

Successful businesses and strong economies depend on having a well trained and skilled workforce: this is why it is so important to equip people with the right skills from the outset and to provide the right training for those already in work so they can continue to move forward in their career.

Manchester Solutions delivers training for adult learners across many sectors. Last year it provided business-training courses for 3,000 employees and helped more than 6,000 residents onto training programmes. More than 3,000 people will benefit from the 'Train to Gain' programme. The Management Development courses provide adults in employment the opportunity to gain qualifications in their area of work and progress through to supervisor and management roles.

## CASE STUDY

### A recipe for training success

A busy catering company has used Manchester Solutions to help staff develop their skills in all aspects of the industry. The Trading Services division of Manchester City Council handles catering for schools, welfare services and functions across the city. For the past three years, catering staff worked with Manchester Solutions to achieve NVQs in Management Development. The courses, which span NVQ Levels 3, 4 and 5, nurture a range of leadership skills, from finance to change management.

**Carl Buls, Civic and Commercial Contracts Manager, said: "In the catering sector, it's relatively easy to monitor and reward technical excellence, but management skills can sometimes slip below the radar. The NVQ programme gives us a focused way of measuring progress in this area, while supporting staff development."**

