

## Graham Poll

Graham Poll's considerable achievements include refereeing the last FA Cup Final at the original Wembley Stadium in 2000 and being the first person ever to referee 300 Premier League matches. He hit the headlines during the 2006 World Cup tournament for issuing one player with three yellow cards in a single game.

Motivated to achieve early, Poll left education to embark on a successful sales career with Canon UK Ltd. He quickly progressed and for seven years oversaw a direct sales force at Coty UK alongside his refereeing career.

Poll left full-time employment to concentrate on football whilst developing an internet site with Graham Barber, ex-sales director from Hays and fellow International referee, which sold for £1.5m in 2001.

Combining his sporting experiences with those of the sales world, Poll will be giving a humorous and insightful view of the importance of motivation, teamwork and leadership.



## Professor Simon Denny

Simon Denny is Associate Dean of Research and Knowledge Transfer in Northampton Business School. He leads the Business Link Start Up team, a service providing comprehensive support to entrepreneurs throughout Northamptonshire.

Previously Simon worked at the University's Sunley Management Centre from 1992 to 2005 where he won and led a number of large scale funded projects, as well as designing and managing high-profile commercial client courses, two of which won National Training Awards (Scania and Rank Gaming). In 2006 he received The University of Northampton Court Award in recognition of his achievements in the area of knowledge transfer and enterprise. He was elected a Fellow of the RSA in 2008.



The University of Northampton offers a range of business support services to organisations, from profit-boosting government schemes to expert consultancy and technology partnering.

The Knowledge Exchange at the University is the "front door" for the business community, making access to its products and services easy and promoting them at company director level. The Knowledge Exchange is the host of this business breakfast.



Business Link provides access to all the information, advice and support needed to start, maintain and grow a business. They provide information and advice to help customers make the most of their opportunities. Whether you're a new or established company, they can put you in touch with experts who will help you realise your full potential and achieve your business goals.

Contact the Business Link Regional Client Contact Centre on 0845 058 6644, email [info@businesslinkem.co.uk](mailto:info@businesslinkem.co.uk) or visit [www.businesslink.gov.uk/eastmidlands](http://www.businesslink.gov.uk/eastmidlands)



## Leadership and Management business breakfast and networking event

September 25, 2008, 7.30-9.30am



with guest speaker  
**Graham Poll, World Cup Referee and Businessman**

Securing bottom line benefits  
for your business

## Leadership and Management – Inspiring Success

In a fast changing world, businesses are increasingly reliant on the skills and resourcefulness of their managers – at all levels. Customers, suppliers, the competitive international environment, and internal pressures all add to the demands placed on a company's managers, along with the 'traditional' needs to manage within budgets, to meet performance standards, and to motivate and direct people.

The need for all managers to be able to take decisions and implement change – sometimes without having the time to refer up the hierarchy – has been recognised by world class organisations. It is a truism, but managers must be both proactive and reactive more than ever before.

Jeremiahs constantly bemoan the lack of training and development given to UK managers and suggest that we are lagging further and further behind our international competitors. But is this true? Professor Simon Denny will review the evidence and identify how some UK companies at least are world class in the way they develop their leaders and managers.

For further information on how The University of Northampton works with organisations on Leadership and Management, contact the Knowledge Exchange on 01604 893300.



## Leadership and Management Business Breakfast

Thursday September 25, 2008

Sunley Management Centre  
The University of Northampton  
Park Campus, Boughton Green Road  
Northampton NN2 7AL

7.30am Registration  
Followed by full English breakfast and  
guest speaker

9.30am Close

### Welcome

On behalf of The University of Northampton and our co-sponsors Business Link, allow me to warmly invite you to another of our popular Business Breakfasts, where this time we will celebrate leadership and management within organisations.

For this event, I am delighted to welcome The University of Northampton's Professor Simon Denny and Graham Poll, the most well known and experienced English football referee of all time.

Graham's uplifting presentation will explore leadership and management within organisations and be illustrated by examples of his career both on and off the field. Graham is sure to inspire those of us with responsibility for nurturing and delivering great leadership, team building and management skills.

Additionally, by the end of the event you will have a clear idea of how The University of Northampton assists companies when they need it most. Our specialisms cover a huge range of 'people at work' oriented areas and experts from the University will be available on the day to discuss your needs.

So, I do hope you will take this opportunity to join The University of Northampton and its sponsors and guests for breakfast on September 25 to celebrate excellence in leadership and management.

**John Jones**  
Business Development Manager

PLEASE DETACH AND RETURN

## Booking Form

Places are limited and this is expected to be a popular event. Please fill in the form and return it to the address below.

- Yes, I would like to reserve my place at the Leadership and Management Business Breakfast on September 25 and I enclose a cheque for £14.10 inc vat (£12.00 ex VAT)
- No, I will not be attending but I would like further information on how to increase my profitability

Name.....

Job Title.....

Company.....

Address.....

.....

.....

.....

.....

..... Postcode .....

Email .....

Telephone No .....

Signature .....

### How to book

You can book in one of five ways:

- Telephone the events team on **01322 826318**
- Telephone Business Link on **0845 058 6644**
- Book online at **www.businesslink.gov.uk/eastmidlands/breakfast**
- Email **events@businesslinkem.co.uk**
- Fax this booking form to **01322 826393** (then follow the step below)
- Post this booking form, along with your cheque for £14.10 Inc VAT (£12.00 Ex VAT) payable to East Midlands Business Ltd, to: **The Events Team, Business Link East Midlands, Innovation House, Riverside Park, Raynesway, Derby DE21 7BF**