

Enterprise Inns Business Foundation Course Programme



- Helps you to understand more about running your own pub before you invest in a property
- You gain industry-required nationally recognised qualifications
- You meet other people in a similar situation



Brief Course Overview

- You will gain a comprehensive knowledge of Occupational Health and Hygiene requirements
- You will understand Finance procedures - management systems, calculating selling prices, VAT returns and PAYE
- You will understand Employment Law and ways to avoid an Employment Tribunal
- You will participate in the gaining of theoretical skills of Marketing and Merchandising, as well as practical skills in chalk-boarding
- You will learn the art of Cellar Management with a practical fault-finding checklist.

Are There Exams?

Yes, there are three exams, all of which are multiple choice:

- CIEH Level 2 Award in Food Safety – Training and Exam
- BII Award in Beer & Cellar Quality Examination – Training and Exam
- BII Introduction to Licensed Retail Operations Examination – Training and Exam.



WILMA (Winning In a Local Market Area)

Once you have completed the Business Foundation Programme, and have been operating under a substantive agreement for six months, you will be eligible to attend this free training course, which is offered in three stages.

This highly recommended course has been developed to offer practical advice, support and encouragement to allow all pub retailers the best chance of success within the first year of business, and become proactive entrepreneurs.

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Course Cost

Includes lunch, refreshments and course handbook – this course is NOT residential.

1 delegate - £495.00 + VAT = £581.63

2 delegates - £695.00 + VAT = £816.63



Monday 9.00am to 6.00pm

- Introduction • Health & Safety Module
- Financial Management • Stock Control
- Regulatory Legislation

Tuesday 8.30am to 6.00pm

- CIEH Level 2 Award in Food Safety - Training & Exam
- Catering

Wednesday 8.30am to 6.00pm

- Employment Law • Recruitment & Induction
- Management of Staff • Customer Service

Thursday 8.30am to 6.00pm

- Bar & Product Dispense
- BII Award in Beer & Cellar Quality -Training & Exam

Friday 8.30am to 5.00pm

- Marketing & Merchandising • Machine Profit
- Course Review and Consolidation
- BIIAB Introduction to Licensed Retail Operations Examination

Exemptions

- An existing EIP substantive retailer moving to another pub
- An existing EIP substantive retailer taking an additional pub(s)
- A recognised multiple with more than two pubs
- A short term, emergency TAW with no intentions of moving to a substantive agreement
- An applicant who has within the last 12 months, attended a competitor training course which delivered all required qualifications, ABCQ, ILRO, CIEH Level 2 Food Safety, formerly BFH (copy certificate will be required)



0800 953 0072

www.enterpriseinns.com

