

## Project Portfolio 2018

### Projects for Commercial Organisations

#### **Alpha Inflight Catering**

##### **Developing a Management Competence Framework**

We helped to develop a management competence framework for Alpha. This was a major project which involved running focus groups with Alpha managers around the country, establishing their roles within the company.

#### **Disney Store**

##### **Management Development Programme Evaluation**

We evaluated a newly developed management development programme for three levels of store management; the results subsequently supported further programme development.

#### **Berkeley Scott**

##### **Customer Satisfaction Surveys**

We carried out quarterly customer satisfaction surveys for Berkeley Scott, the recruitment consultancy, over a period of 18 months, to assist them to monitor and improve service delivery.

#### **The Securities Institute**

##### **Client Research**

We carried out client research for The Securities Institute with some of the UK's major financial services firms to establish their view of the content of the FSA regulated examination and its relevance to current practice.

#### **Hilton Hotels**

##### **Sales Team Research**

Pareas Associates was commissioned to research a range of sales positions within the company – leading to a review of sales team competences and the development of team members.

#### **CLB Coopers**

##### **Telephone Interviews**

CLB, a firm of chartered accountants, commissioned us to carry out telephone research across a number of different charities on a range of trustee remuneration issues. The firm's aim was to offer a series of informative workshops to support these organisations in their practices.

#### **NetKonect Communications - Developing Management Competences**

We were commissioned to investigate the range of skills and competences required by the top tier of managers in a fast growing dot.com company – with a view to facilitating a reorganisation of the business.

#### **Champneys - HR Audit**

Pareas Associates worked with Champneys Health Resorts to carry out an HR audit with their staff and managers – our role included questionnaire design and development, and consultancy advice on sampling, selection and data collection.

#### **Other clients for whom we have carried out research include:**

- The Department for Education
- Springboard UK – promoting careers in hospitality, leisure and tourism
- MCI – Management Charter Initiative
- The Forestry Commission
- Homerton Hospital
- The British Junior Chamber
- The National Federation of Builders