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Terry Tesco's Long Shelf Life

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Introduction

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Company profile and objectives of training

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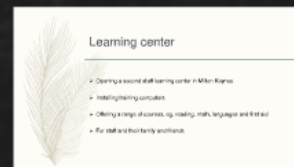
Company profile

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Learning center

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The aims of training

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Company profile

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Tesco Company Profile

Tesco is

- UK's largest retailer world's three major retailers
- Grocery general merchandise electrical products
- Two business lines: retailing and associated activities, and Tesco Bank
- 7067 stores over the world (3485 in the UK)

Learning center

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Learning center

- Opening a second staff learning center in Milton Keynes
- Installing training computers
- Offering a range of courses, eg. reading, math, languages and first aid
- For staff and their family and friends

The aims of training

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The aims of training

Benefits

- Increase their sense of ownership in the business
- Become more organized, productive and flexible
- Meet the needs of internal and external customers

Coaching in Tesco

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The definition of coaching

Coaching is about developing a person's skills and knowledge so that their job performance improves, hopefully leading to the achievement of organizational objectives.

Theory of coaching

Learning as socialization

Training courses, coaching sessions, and education programs

Pros and Cons

Advantages

Review refresh and step into the next level
Underpin the required behavior change
Long-term sustainability

Disadvantages

High costs of training
Some coaching may be
unnecessary