

VI. PSB Group training program

In 2010, in the whole warehouses network we were continuing two traditional educational trends: technical trainings for the employees of wholesale stores and Szkoła Dobrego Budowania PSB for contractor companies – customers of the wholesale store:

- technical trainings – in 2010 we organized 6 such session (relating to updating knowledge about products and technologies among commercial employees), in which together 230 students from 62 warehouses took part, lectures were given people of 24 suppliers.
- Szkoła Dobrego Budowania PSB – this trend is educating construction employees being permanent clients of PSB warehouses. In total 112 Shareholders organized 261 meetings on which 91 manufacturers gave theoretical lectures and practical shows of applications of their products and technologies. 9650 students took part in them (fig. 15).

In all these educational activities attendance of students amounted to almost 10 000 people. Total expenses of raising qualifications of employees and customers of the PSB Group incurred last year by suppliers and Shareholders amounted to 1.1mln zloty. These numbers confirm what great importance shareholders of the PSB Group attach to improving one of the most important advantages over the competition, i.e. the competences of their employees.



Picture 25.
PARP training – Store management, Łódź



Fig. 15.
Number of training participants in the years 2000-2010



Picture 26.
School of Good Building – Agrobud, Kiszkowo



Picture 27.
School of Good Building – Bel-Pol, Staszów

In 2010, PSB Group along with PM Doradztwo Gospodarcze company completed the implementation of the two-year training-advisory program subsidized by the funds of the European Union. Total budget of the project, called "Synergia działań szkoleniowych i doradczych – zwiększenie konkurencyjności firm z Grupy PSB", amounted to more than 4 million PLN. It was the largest training campaign in the history of the PSB Group and one of largest programs in the scale of Poland.

In total, more than 1600 employees employed in 159 PSB stores have benefited from the program that covered 457 training days. The subject matter of the training included a few large blocks, divided into over 20 issues related to aspects of functioning of a commercial company.



Picture 28.
PARP training – Excel, Bielsko-Biała