



Supporting your Professional Development

# Welcome to Mercia's 2025 Training Programme

Mercia is one of the leading providers of training and support services to the UK & Ireland accountancy profession.

Over 7,000 firms attend our training courses and rely on our technical services and products. We can help improve the knowledge and efficiency of your team as well as enhancing your firm's brand presence and reputation.

As recruitment and retention continues to be a challenge across many practices, investing in training and development has never been so important.

We have been working with accounting firms across the Republic of Ireland for nearly 30 years and our highly respected team are on hand to support your business.



#### **Contents**

#### Information

	Training Membership Options			
	Products and Services	04		
Ea	arly Careers			
	Early Careers	06		
	Early Careers Pathways	08		
CF	PD Training			
	In-House Training	10		
	Your CPD Programme On-Demand Courses	12		
	Audit and Accounts Updates	16		
	Firm-Wide Regulatory Training	16		
	Skills, Management and Leadership Programme	17		

# **Training Membership Options**

Enjoy unlimited access to our Republic of Ireland courses for an annual fee.



**CPD** 

Access to all online CPD courses, including live streamed and on-demand.

Individual membership can include as many or as few people as you like from your firm.

\*Firm wide membership must include all partners and members of staff at the appropriate level of membership.



#### **Early Careers Digital**

Access to all online Early Careers courses in the pathway.



#### Individual membership

On a per person basis access to the CPD Box Set plus live audit and accounts updates.

€39 per person per month



#### Firm wide membership

Access for the whole firm to the CPD Box Set plus live audit and accounts updates.

€29 per person per month\*



#### Individual membership

On a per person basis access to the Early Careers programme.

€39 per person per month



#### Firm wide membership

Access for the whole firm to the Early Careers programme.

€29 per person per month\*

To purchase individual memberships click here 🙊 or to discuss firm wide membership contact us.



### **Products and Services**

Our experienced and dedicated technical teams monitor changes to laws and regulations and consider how these could have an impact on the services that you deliver to your clients.



#### **Training**

We offer a variety of training covering both Early Careers and CPD. Many of our courses are available to book individually or our new membership options give excellent value for money and includes additional courses. Both programmes now include taxation, with key updates in the CPD programme and introductions to core areas for your trainees.



#### **Methodology And Compliance Products**

From anti-money laundering procedures to audit methodology, we offer a range of audit and specialist assignment solutions to hundreds of firms of accountants and auditors.

Our experienced team of authors monitor changes to laws and regulations to provide flexible and practical methodology and compliance products designed to help support organisations of all sizes - from sole practitioners to international networks.





#### Peer Reviews

We carry out hundreds of reviews for accountancy firms throughout the UK and Ireland each year. Our dedicated team can help ensure your firm remains up to date and compliant in regard to a wide range of areas, from audit through to anti-money laundering and investment business. All reviews include a full written report detailing the findings and any practical guidance to help you address any areas as required.

Ensure your firm remains up to date and compliant in a wide range of areas including:

- audit
- anti-money laundering
- insolvency
- investment business.

#### All reviews include:

- a full written report detailing findings
- practical guidance addressing any concerns.

#### Talk To Us

For more information about our technical services:

brendan.howard@mercia-group.com 018090080 mercia-group.com/support



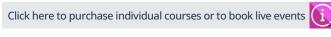
### **Early Careers**

# Create Your Own Pathways

We know that one size does not fit all and with a wide range of workshops you have the flexibility to create a tailored learning programme for each member of your team.

**Accounting Auditing Professional Skills** Tax Introduction to Money Laundering **Introduction to Money Laundering** Introduction to Money Laundering Making the Right Start with Colleagues and Clients Introduction to Professional Ethics Introduction to Professional Ethics Introduction to Professional Ethics **Communicating Effectively** Bookkeeping: The First Principles Auditing Skills Series - Year 1 Introduction to Taxation of Individuals Professional Skills for Trainees - Year 1 Bookkeeping: The Next Stage Introduction to Capital Gains Tax **Bookkeeping Case Study** Mental Health and Wellbeing Series **Calculating Trade Profits** Time Management Preparing and Finalising Accounts Capital Allowances - The Basics **Making Decisions and Prioritising Understanding Company Accounts** Auditing Skills Series - Year 2 **Corporation Tax Issues** Writing Skills Preparing Accounts More Complex Issues Capital Allowances - The Next Stage TWO Professional Skills for Trainees - Year 2 Mental Health and Wellbeing Series Auditing Skills Series - Year 3 **Presentation Skills** Auditing Refresher and Update Professional Skills for Trainees - Year 3 for Trainees

Some of these courses were originally created for the UK and have references to pounds sterling and UK VAT rates however they are suitable for trainees in the Republic of Ireland and this is reflected in the cost.





**KEY** 

**On-Demand** 

**Tutor-Led Live Streamed** 

### **Early Careers Pathways**

# Auditing Skills Series

Using case studies to complete audit tests as they would on a real audit, the auditing skills series enables trainees to put learning into practice right away.

#### **Accounting**

As accounting forms the foundation across all disciplines, we have a range of courses to support trainees in this area plus more specialist courses to support those working in this discipline as they progress.

#### Tax

Whatever route your trainees take, you can choose from our selection of tax courses to complement their study or work in the office.

#### **Professional Skills**

Personal skills play an important part in creating a rounded and effective professional. We have a series of courses for trainees to attend as their career progresses.

All Early Careers courses are included in Early Careers membership **see page 3 for details.** 

Or can be bought **from €85** per trainee per title.





We can cover training in areas such as our Early Careers offering, CPD, Methodology and professional skills. In-house training can be booked as a one-off course or as a structured programme of courses.

Courses and workshops can be delivered at your own venue and/or live streamed via Zoom.

#### Talk to us

For more information or to discuss your in-house training requirements please contact:

brendan.howard@mercia-group.com

01 809 0080

mercia-group.com/inhouse

### Your CPD Programme **On-Demand Courses**

Our Republic of Ireland CPD programme includes a comprehensive range of on-demand courses ranging from 0.5 to 3 hours CPD each.

Many are available to book individually from **€65 per place** or get access to all courses for a membership, see page 2.





brendan.howard@mercia-group.com



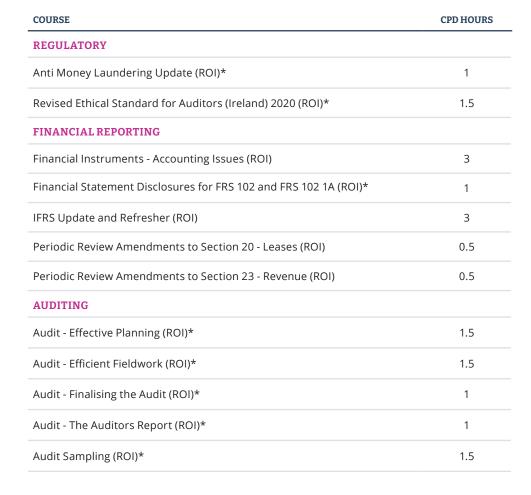
0800 0080



mercia-group.com/ireland

# Your CPD Programme

### On-Demand Courses



COURSE	CPD HOURS
AUDITING CONTINUED	
Auditing Smaller Businesses - Striking a Balance (ROI)	2
Auditors Roundup (ROI)*	6
Effective use of Mercia Audit Methodology (ROI)	3
ISA 240 - The Auditor's Responsibility Relating to Fraud (ROI)	2
ISA 315 - Identifying and Assessing the Risks of Material Misstatement (ROI)	2
ISA 315 - Practical Aspects of Auditing Your Client's IT Environment (ROI)	2
ISQM1 - Ensuring Quality Management (ROI)	1
ISQM2 - Engagement Quality Reviews (ROI)	1
Modified Audit Reports (ROI)*	0.75
FINANCIAL REPORTING AND AUDITING	
Accounting and Auditing Roundup 2025 (ROI) Spring*	3
Accounting and Auditing Roundup 2025 (ROI) Autumn*	3

These courses are included in CPD training membership

\*or these courses are available to purchase individually from €65 plus VAT.

Click here to purchase individual courses

Click here to purchase membership



See page 2 for membership details.

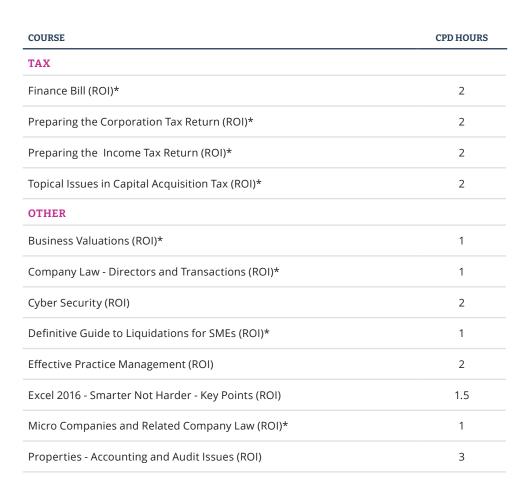


TERMS AND CONDITIONS For full details on our terms. please visit our website.



### Your CPD Programme

### On-Demand Courses



These courses are included in CPD training membership

\*or these courses are available to purchase individually from €65 plus VAT.

COURSE	CPD HOURS
PROFESSIONAL SKILLS	
Attracting and Retaining Your Talent in a Competitive World (ROI)	1.5
Coaching Skills Tips (ROI)	0.5
Culture and Diversity (ROI)	0.5
Dealing with Difficult Conversations (ROI)	0.5
How To Maximise Your Professional and Personal Impact (ROI)	1.5
Negotiation Skills Tips (ROI)	0.5
Running Effective Meetings (ROI)	0.5
Tips for Effective Management of Dispersed Teams (ROI)	1.5
Work Life Balance Tips (ROI)	0.5
FUTURE READY SKILLS	
Building a Tech-Enabled Organisation (ROI)	1

Click here to purchase individual courses

What is AI and What Does it Mean for Accountants (ROI)

Using and Communicating with Data (ROI)

Digital Mindset and Skills (ROI)

Click here to purchase membership



See page 2 for membership details.

Raising Finance for SMEs (ROI)\*

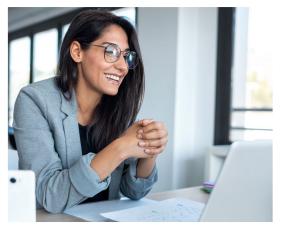


TERMS AND CONDITIONS For full details on our terms. please visit our website.

1

1

1.5



# **Audit and Accounts Updates**

Live streamed and on-demand

These updates will make delegates aware of the key changes in Accounting and Auditing and relevant legislation that will impact their day-to-day work.

**Accounting and Auditing** Update 2025 (ROI) - Spring

23 May 2025 €125\*

**Accounting and Auditing** Update 2025 (ROI) - Autumn

5 December 2025 €125\*

#### \*Included in membership

The Auditing element of these courses will always be the final section of the course in order that any accountants who are not auditors may leave the course should they choose to.

# Firm-Wide Regulatory Training

#### **eLearning**



Introduction to Anti-Money Laundering (ROI)



Introduction to Professional Ethics (ROI)

From €200 each

These courses are available to buy on a firm wide basis and can be used for all new starters and anyone wanting a refresher. They include interactive quizzes and a test to enable you to evidence training.

They are available for 12 months to your whole firm and the cost is based on the number of partners.

Included in membership

# Skills, Management and Leadership



#### **Live Streamed Programme**

Our programme maximises learner engagement by using our state-of-the-art virtual online delivery platform and through restricting class sizes, so that learners are able to interact in small groups and with the trainer. See page 12.

#### In-House

As an alternative, bespoke in-house training for professional, management and leadership skills can be delivered either on your premises or virtually. Each training package is developed with your input so it can be tailored to meet your business needs and goals.





### **Meet Louise Conner**

With 20+ years of experience in Learning and Development, Louise is Mercia's Management and Skills Trainer.

Her motivational coaching delivers exceptional results and equips teams with the skills to reach their potential. Louise's industry expertise and personalised training approach make her training an invaluable asset to teams seeking to enhance their management and leadership abilities.

# Skills, Management and **Leadership Programme**



COURSE	PRICE	CPD HOURS	LIVE STREAMED DATES	
Coaching Skills	€140	2	6 Mar (am)	18 Sep (am)
Delegation and Feedback	€140	2	6 Mar (pm)	18 Sep (pm)
Effective Communication	€140	2	23 Apr (am)	24 Sep (am)
Emotional Intelligence	€140	2	23 Apr (pm)	24 Sep (pm)
Forming and Maintaining Client Relationships	€140	2	29 Apr (am)	7 Oct (am)
Leading a Team	€140	2	29 Apr (pm)	7 Oct (pm)
Multi-task Management	€140	2	13 May (am)	29 Oct (am)
People Management	€140	2	13 May (pm)	29 Oct (pm)
Performance Management	€140	2	17 Jun (am)	20 Nov (am)
Presenting with Confidence	€140	2	17 Jun (pm)	20 Nov (pm)
Wellbeing and Resilience in the Workplace	€140	2	9 Jul (am)	2 Dec (am)
Working and Communicating with Different Personalities	€140	2	9 Jul (pm)	2 Dec (pm)

These courses are **not included** in membership







Mercia Ireland Ltd, 90 Upper Georges Street, Dun Laoghaire, Co Dublin, Ireland A96R8R9 **E** enquiries@merciaireland.com **T** 01 809 0080

#### mercia-group.com/ireland











Mercia Ireland Ltd is a company registered in the Republic of Ireland with company number 321135. Registered Office: 90 Upper Georges Street, Dun Laoghaire, Co Dublin, Ireland, A96R8R9.

Wilmington plc