



# THE INFLUENCE BUSINESS

*Raise your level of influence*

## WHAT WE OFFER

- 1. Networking**
  - Networking skills **(and S)**
  - Post networking - developing relationships
  - Your personal brand and networks
- 2. Winning more work**
  - Client team skills
  - Pitching to win
  - Proposals/pitch workshop
  - High impact response to RFPs
  - Calling old clients **(and S)**
  - Live Pitches - preparation, rehearsal and review
  - Lost pitches - what went wrong and steps to improve
  - Demystifying procurement
- 3. Impact & Confidence**
  - One to one coaching
  - Personal impact and influencing
  - Executive presence for women **(and S)**
  - Developing personal impact and presence
  - Challenging conversations **(and S)**
  - Giving feedback **(S)**
  - Managing challenging meetings
  - Communicating and influencing for junior executives
  - "Acting naturally" **(S)**
  - Train the trainer
- 4. Presenting**
  - Presentation skills
  - Advanced presentation skills
  - Master class in presentation skills
  - Being the speaker they want to hear **(S)**
  - Speech and seminar rehearsal
  - Moderating a panel
- 5. Negotiating**
  - Negotiating (generic, including work place issues)
  - Negotiating agreements
  - Negotiating fees
  - Negotiating skills (2-day)
- 6. Promotion Interviews**
  - Selling yourself at promotion interviews
- 7. Leadership**
  - Practical leadership
  - Building excellence in leadership (modular)
  - Mentoring a delegation - making careers and making money **(S)**
  - Mission leadership – A military lesson for big business **(S)**
  - Coaching skills for leaders

**(S)** A 'Seminar' is a programme that can be delivered to an audience of any size and tailored to last up to two hours. These are excellent for retreats, conferences and networking groups.

**(and S)** is a programme that can be delivered either as a workshop or seminar.

Unless annotated with **(S)**, all programmes are one to one or small workshop groups.

*Increasingly, we are able to offer our programmes or versions of them remotely.*