



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
- 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
Mentoring a delegation - making careers and making money **(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.



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