



# 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.