



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 (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.