MANDEL

THE EXTRAORDINARY PRESENTER

WHEN PRESENTING VIRTUALLY
VIRTUAL WORKSHOP

Business moves fast. BE READY.

Today's organizations are under pressure to make better decisions faster in the face of a 24/7 barrage of data and opinions.

When presenters aren't prepared to speak to what listener's value in a way that inspires understanding and trust, everyone suffers. Critical recommendations get overlooked. Deals are lost. Innovation is stifled.

The Extraordinary Presenter: When Presenting Virtually virtual workshop addresses the challenge head-on by arming presenters with five essential skills they need to **THINK and SPEAK for RESULTS** when preparing for and delivering virtual communications:

1. **THINK** deeply about your audience
2. **CRAFT** the presentation story
3. **ENGAGE** with executive presence
4. **NAVIGATE** visuals to maximize impact
5. **INTERACT** credibly when asked tough questions

World-Class Training with Proven Results

Learners exhibit stronger communication skills and organizations see immediate and measurable outcomes. Harness the power of effective communication and drive immediate results.

- Promote faster, informed decision-making
- Enhance team skills during remote work situations
- Increase innovation and collaboration
- Achieve higher commitment to change initiatives
- Improve remote meeting productivity
- Strengthen partner relationships

SMALL GROUPS

LIVE VIRTUAL

DELIVERY OPTIONS

THE **SKILLS AND FORMAT**

DAY ONE: 2.5-hour virtual session

THINK about your audience

- Consider the particular world of the listener and how you can best focus your message
- Analyze listeners' needs and anticipate what they care about most
- Learn what you need to do to be heard and build trust

CRAFT the presentation story

- Apply a simple, repeatable process to distill and organize content
- Develop an engaging core message that will get on the listener's radar
- Articulate a strong point of view to enhance retention of key messages
- Bring your message to life with stories, analogies, and quotes
- Prepare for success in virtual environments

NAVIGATE visuals to maximize impact

- Use slides to illustrate and enhance your message
- Apply effective slide transitions to create flow and cohesion
- Modify visuals when delivering virtually

LAB: 90-min skills practice labs

PRACTICE in small-groups with your Mandel trainer

- Receive feedback and coaching on presentation story
- Strengthen and fine tune each participant's abilities to create clear, concise, and compelling executive-focused content

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SPECIFICATIONS

- Two days of 2.5-hour virtual workshops with breakout sessions followed by 90-min small-group skills labs
- Up to 12 participants
- Facilitator-led coaching
- Focus on real-world situations and on-the-job applications

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THE **SKILLS AND FORMAT**

DAY TWO: 2.5-hour virtual session

ENGAGE with executive presence

- Use energy to capture the listener
- Maintain composure under pressure
- Project your confident, authentic self

INTERACT credibly when asked tough questions

- Maintain composure while handling challenges
- Find opportunities to increase your credibility in tough questions
- Anticipate tough questions and create concise and focused responses

LAB: 90-min skills practice labs

PRACTICE in small-groups with your Mandel trainer

- Receive feedback and coaching on tough questions and executive presence
- Strengthen and fine tune each participant's abilities to create clear, concise, and compelling executive-focused content
- Practice delivery skills to enhance the message and strengthen your impact

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REINFORCEMENT and MEASUREMENT

- All participants have two months of free access to our leading-edge mobile app that leverages artificial intelligence to measure improvement in the skills
- Detailed evaluation reports are offered at no charge for every workshop

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