

PRESENT YOUR IDEAS AT THE EXECUTIVE™ LEVEL

VIRTUAL
2 DAYS FOR UP TO 12



BUSINESS MOVES FAST. BE READY.

Executives are under constant, intense 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 they value in a way that inspires trust and understanding, nobody wins. Deals are lost. Critical recommendations are overlooked. Innovation is stifled.

PRESENT YOUR IDEAS AT THE EXECUTIVE LEVEL™ — VIRTUAL addresses the challenge head-on by equipping virtual presenters with five essential skills they need to **THINK, SPEAK and LISTEN for RESULTS** when engaging with executives:

1. **THINK** deeply about the audience
2. **CRAFT** the presentation story
3. **NAVIGATE** visuals to maximize impact
4. **ENGAGE** with executive presence
5. **INTERACT** credibly during tough Q&A

World class training with proven results

Mandel Communications has been a global leader in virtual instructor-led training design and delivery for over 10 years.

Harness the power of virtual communication to drive immediate, measurable business results:

- Overcome virtual presentation anxiety
- Drive better business decisions faster
- Connect more deeply with clients
- Improve use of time, energy, and resources
- Cascade business strategy with excellence
- Increase competitive advantage
- Accelerate responsiveness to market needs
- Increase customer satisfaction and loyalty
- Enforce positive public image and brand

THE SKILLS

DAY ONE

8:00-10:30 - VIRTUAL SESSION for 12

- 1. THINK** deeply about the audience
 - Analyze listener “care-about’s”
 - Focus on the listener’s world
 - Quickly distill and organize content
- 2. CRAFT** the presentation story
 - Develop an engaging core message
 - Articulate a strong point of view
 - Add stories, analogies, and quotes
- 3. NAVIGATE** visuals to maximize impact
 - Illustrate and enhance the message
 - Create flow and cohesion
 - Modifications for virtual delivery

11:30-5:00 SMALL GROUP SKILLS PRACTICE LABS*

DAY TWO

8:00-10:30 - VIRTUAL SESSION for 12

- 4. ENGAGE** with executive presence
 - Capitalize on the benefits of virtual
 - Overcome virtual void anxiety
 - Capture listeners’ attention
- 5. INTERACT** credibly during tough Q&A
 - Maintain composure when challenged
 - Anticipate tough questions
 - Prepare concise and focused responses

11:30-5:00 SMALL GROUP SKILLS PRACTICE LABS*

*Structure of Skills Practice Labs (both days)

- 11:30-1:00** Small group A of 4 participants
- 1:30-3:00** Small group B of 4 participants
- 3:30-5:00** Small group C of 4 participants

THE DETAILS

SPECIFICATIONS

- 2-day virtual session for up to 12 (4 hours per participant day)
- Real-world, job-specific applications
- Flexible design aligns to business priorities
- Small group practice labs with expert coaching strengthen and fine tune skills
- Direct links to your organization’s executive perspective and “care-about’s”

REINFORCEMENT & MEASUREMENT

- Two months’ free access to AI-driven mobile app measures improvement
- Easy-to-use tools deliver immediate application and make training stick
- Insightful evaluation reporting provides immediate, relevant feedback



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GROUPS



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OPTIONS

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