

PRESENT YOUR IDEAS AT THE EXECUTIVE LEVEL

TWO-DAY VIRTUAL WORKSHOP
4 HOURS PER DAY

Business moves fast. **BE READY.**

Today's leaders 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 senior leaders value in a way that inspires understanding and trust, everyone suffers. Critical recommendations get overlooked. Deals are lost. Innovation is stifled.

Presenting Your Ideas at the Executive Level 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 high-stakes 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

Participants 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
- Increase innovation and collaboration
- Achieve higher commitment to change initiatives
- Improve meeting productivity
- Strengthen partner relationships



SMALL
GROUPS



LIVE
VIRTUAL

DELIVERY
OPTIONS

THE SKILLS

DAY ONE: 2.5-hour virtual session

THINK about your audience

- Consider the particular world of the executive 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 executive'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

THE FORMAT

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

THE SKILLS

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 executive 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

THE FORMAT

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

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