

WORK THE VIRTUAL ROOM

2.5-HOUR VIRTUAL WORKSHOP

VIRTUAL BUSINESS IS HERE. BE READY.

As more organizations seek to keep their employees and customers safe, there is a need to flip live meetings to a virtual setting. The immediate need for virtual meetings is exploding worldwide.

Unfortunately, virtual meetings are not inherently more efficient, nor are their results automatically more productive. Often, they actually create a new set of problems and require a different set of skills to create and maintain engagement:

- How do you get people to pay attention, interact, and stop multi-tasking?
- How do you manage virtual dynamics like voice delay, audio quality, and technical challenges?
- How can you motivate people to get involved and contribute their best ideas in a virtual environment?
- How can you get the technology of virtual meetings to really pay off?

Mandel's **Work the Virtual Room** workshop addresses the challenge head-on by arming presenters with the essential skills they need to **THINK and SPEAK for RESULTS in a virtual environment:**

- 1 Start strong and keep everyone focused
- 2 Deliver with strong and confident presence
- 3 Keep your participants engaged and contributing



LARGE
GROUPS



SMALL
GROUPS



LIVE
VIRTUAL

DELIVERY
OPTIONS

THE **SKILLS** – 2.5 Hours

PART ONE

START STRONG and keep the session focused

- Plan a clear and effective virtual meeting strategy
- Make the most of the first two minutes to get buy in quickly
- Draw in meeting participants by setting expectation for what they bring to the meeting

PART TWO

DELIVER with a strong and confident presence

- Deliver your content with confidence – adjust your speaking cadence and articulation, allow for technology delays and test your sound
- Use your natural energy to energize others
- Be video ready – adjust lighting, position the camera appropriately, and speak to the participants

PART THREE

Keep your meeting participants **ENGAGED** and **CONTRIBUTING**

- Use skillful questions and the meeting platform to enhance collaboration
- Recognize and leverage participants' ideas and interests
- Gain commitment and share meeting outcomes

THE **FORMAT**

SPECIFICATIONS

- 2.5-hour virtual experience
- Up to 24 participants
- Structured practices with coaching
- 3 coached exercises
- Intense focus on real-world situations and applications
- Preferred WebEx platform, but can be delivered on others

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