

EXECUTIVE COACHING

VIRTUAL ONE-ON-ONE
OR SMALL-GROUPS



GREAT LEADERS ARE GREAT COMMUNICATORS

Today's executives face high-stakes **communication on a daily basis**. Top leaders are under pressure to make the best decisions, **inspire action and belonging**, and achieve objectives more quickly than ever.

COVID-19 radically changed the fundamental skills now required by executives. When leaders aren't prepared to express themselves clearly, credibly, and compellingly with a **listen-first approach**, the organization suffers. Employee engagement declines. Decision-making stalls. Investor confidence shatters.

Communication needs to be effective, efficient and clear. Mandel's executive coaching is tailored to equip leaders with the specific skills they need to effectively address their communication challenges. Focus areas include: **Strategic communication, high-stakes event preparation, and personal development.**

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 video conference anxiety
- Drive better business decisions faster
- Enhance sense of inclusion and belonging
- Refine your executive presence
- Connect more deeply with employees
- Create a sense of culture that inspires
- Appeal to different listening preferences
- Cascade business strategy with excellence

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HARNESS THE POWER OF EFFECTIVE COMMUNICATION

EXECUTIVE COACHING helps leaders conceptualize, organize, and present strategic and tactical information. Based on our **Listen, Think and Speak for Results** research and methodology, coaching will focus, as needed, on helping leaders develop five critical skills:

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. **ENGAGE** with executive presence

- Capitalize on the benefits of virtual
- Overcome virtual void anxiety
- Capture listeners’ attention

4. **NAVIGATE** visuals to maximize impact

- Illustrate and enhance the message
- Create flow and cohesion
- Modifications for virtual delivery

5. **INTERACT** credibly during tough Q&A

- Maintain composure when challenged
- Anticipate tough questions
- Prepare concise and focused responses

THE DETAILS

SPECIFICATIONS

- Focus on C-suite to manager level executives
- Tailored training to meet individual goals
- Learn-by-doing exercises
- Strengths and weaknesses analysis
- In-the-moment expert feedback from a senior Mandel Coach
- Virtual platform coaching options available

OPTIONS

- Virtual & in-person options:
 - 1:1 individual coaching session
 - Small-group coaching sessions
 - Multiple back-to-back refinement sessions



ONE-ON-ONE



SMALL GROUPS



LIVE VIRTUAL

FLEXIBLE DELIVERY OPTIONS

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