

EXECUTIVE COACHING

IN-PERSON OR VIRTUAL



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.

Digital transformation radically changed the fundamental skills now required by executives.

When leaders aren't prepared to express themselves in a clear, credible, and compelling manner with a **listen-first approach**, the organization suffers. Employee engagement declines. Decision-making stalls. Investor confidence shatters.

Mandel's executive coaching is tailored to each leader, with focus on specific skills they need to effectively address their communication challenges. Focus areas include:

- **Strategic communication**
- **High-stakes event preparation**
- **Personal development**

World class training with proven results.

Mandel is the premier communication skills training company for global organizations that believe in the power and potential of their employees.

Harness the power of industry-leading training design and facilitation to drive immediate, measurable business results:

- Drive better business decisions faster
- Enhance employee equity and inclusion
- Refine executive presence on and off screen
- Connect more deeply with employees
- Create a sense of culture that inspires
- Appeal to different listening preferences
- Cascade business strategy with excellence

MANDEL
831.475.8202 | MANDEL.COM

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

2. **CRAFT** the presentation story

- Apply a simple, repeatable process to distill and organize content
- Develop an engaging opening and close with a call to action
- Articulate a strong point of view and enhance retention of key messages
- Add stories, analogies, and quotes

3. **NAVIGATE** visuals to maximize impact

- Illustrate key points visually
- Navigate slides for maximum impact
- Modify visuals when delivering virtually
- Apply best practices for white-boarding, demos, and virtual presentations

4. **ENGAGE** with executive presence

- Connect with the audience and build trust
- Present with confident authenticity
- Balance energy and composure
- Manage nerves and anxiety
- Adapt skills when presenting virtually

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

- Encourage questions to ensure audience comprehension
- Deftly handle challenges or objections with confidence
- Effectively defer a question to another time or person



ONE-ON-ONE



SMALL GROUPS



LIVE VIRTUAL

FLEXIBLE DELIVERY OPTIONS

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

- Executive Coaching Options:
 - 1:1 individual coaching session
 - Small-group coaching sessions
 - Multiple back-to-back refinement sessions
 - In-person or virtual coaching options