

MANDEL BY THE NUMBERS



Mandel Communications has trained more than **250,000 professionals** from more than **1,000 companies** in over **75 countries**.



Learner Satisfaction

- **96% of learners** applied our training within first 6 weeks, leaving just **4% scrap**, versus 45% industry average
- **92% of learners** feel our training is a worthwhile investment for career development
- **91%** said Mandel training is “**much better**” than other training or “**the best training ever**”
- **79.3% Net Promoter Score (NPS)** versus 32% industry benchmark
- **4.84 out of 5.00** learner satisfaction score from participants

Proven Business Results

- **22% increase** in rate of employee promotion for Mandel alumni
- **10+** hours of meeting duration reduced, **increasing productivity**
- **91% improvement** of customer perception of organizational capabilities
- **89% improved alignment** among internal teams post-training
- **100% increase** in technical project approval for those who attended programs
- **\$20 per share corporate equity increase**, over 4 years, which the CEO attributed to implementation of the Mandel Framework

“Other training companies just flipped classroom solution to virtual delivery. Mandel designed the virtual learning experience to get the best results.”

MANDEL
831.475.8202 | [MANDEL.COM](https://mandel.com)

WHAT DO OUR CUSTOMERS SAY?

"SCI-PAB gave us a simple approach for distilling information and making an audience absolutely clear and aware of what they need to know. It taught us how to spotlight what's at stake in emotional terms, and guide people toward making smarter, more informed decisions."

Procurement Lead - Global 1000 Firm

"Technology solution companies tend to have high caliber employees that understand their subject matter deeply. What is often times missing is the ability to take that wealth of knowledge and be able to present the material in an exciting and engaging way. Those are exactly the skills that your course provides to our technical people."

VP Technology Strategy - Fortune 500 Company

"Executive presence and impact skills: presentation, conversation, and facilitation. This is the sweet spot of what Mandel does best."

Sales Director - Fortune 500 Technology Firm

"Our SE team worldwide is a critical link in the sales process, and our technical credibility with customers is foundational to our success. What really separates us from our competition, however, is our technical prowess coupled with exceptional soft skills. Building those soft skills with our SEs is Mandel's forte. I have worked with them for a number of years, and I've not found a partner who is better at blending these skills together for our team."

Sales Director - Fortune 500 Technology Firm

"The transition the participants go through with Mandel is amazing to watch. They come back energized and ready to make a difference. They come back with tools and a new perspective you won't get with the typical approach."

Director, Leadership & Organizational Development - Fortune 1000 Energy Firm

LET'S COMMUNICATE

Contact us to start a conversation on how we can help your teams THINK and Speak for Results™.

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