

# **LISTEN** EFFECTIVELY. **THINK** STRATEGICALLY. **SPEAK** PURPOSEFULLY.

Explore how partnering with Mandel  
resolves your communication challenges.



**MANDEL**

Make every communication count.

# REMARKABLE COMMUNICATION STARTS HERE.

Mandel is the leading communication skills training company for organizations who believe in the power and potential of their employees.

We believe that anyone, regardless of their role or experience level, can learn new ways to craft and deliver stronger messages, elevate their executive presence and maximize value.

Enhanced communication skills, in both virtual and face-to-face environments, drive better business decisions and accelerate the achievement of meaningful results.

## Our practical communication workshops help people:

- Present ideas with clarity and conviction
- Increase engagement and productivity
- Effectively lead virtual & in-person meetings
- Shift listening habits to truly be understood
- Improve collaboration and execution
- Gain and sustain client buy-in
- Demonstrate executive presence

### Poor communication

in corporations **costs** a  
staggering average of

**\$10,200**  
per employee  
per year.\*

\*2019 Workplace Productivity and  
Communications Technology Report



# OUR FLAGSHIP COMMUNICATION WORKSHOPS

Explore easily customizable learning experiences that meet the needs of your unique organization.

Mandel workshops are available in both instructor-led classroom and live virtual modalities, in two-day, one-day, and half-day durations, as well as facilitated digital learning.



## THE EXTRAORDINARY PRESENTER<sup>®</sup>

Convey Authentic Confidence

Develop critical thinking and speaking skills. Organize and deliver strong, contextually relevant and emotionally appealing ideas in any setting.

### CRITICAL PRESENTATION SKILLS

1. **THINK** deeply about the audience
2. **CRAFT** the presentation story
3. **NAVIGATE** visuals to maximize impact
4. **ENGAGE** with executive presence
5. **INTERACT** credibly during tough Q&A



## THE INFLUENTIAL CONVERSATION<sup>™</sup>

Move People to Action

Gain and sustain buy-in from prospects, clients and cross-function teams. Apply the art of inquiry to achieve mutual goals.

### CRITICAL CONVERSATION SKILLS

1. **ASSESS** audience pressure points
2. **FOCUS** on desired outcomes
3. **LISTEN** to understand
4. **ASK** the right questions
5. **UNCOVER** and remove obstacles



## THE LISTENING EDGE<sup>™</sup>

Listen to Learn

Develop Listening Intelligence<sup>™</sup> and shift listening habits for a more efficient and quality exchange of information.

### CRITICAL LISTENING SKILLS

1. **UNDERSTAND** the science of listening
2. **IDENTIFY** your own needs and habits
3. **ENGAGE** with the needs of others
4. **ADJUST** your listening lens
5. **NAVIGATE** toward constructive outcome

## WORKSHOP DURATION



HALF  
DAY



FULL  
DAY



TWO  
DAYS



ONE-ON-  
ONE



SMALL  
GROUPS



LARGE  
GROUPS



LIVE  
VIRTUAL



FACILITATED  
DIGITAL

## TRAINING DELIVERY OPTIONS





# WHY CHOOSE MANDEL?

## We help your people **THINK**.

Our presentation skills workshops go beyond “stand and deliver.” They’re also designed to build critical thinking skills so employees are able to communicate with clarity and impact, in any situation.

## We help your people **SPEAK**.

Our personal communication framework teaches instantly applicable skills that empower people to present their ideas in both large and intimate settings, and in ways that are authentic and engaging. Participants emerge with confidence and executive presence.

## We help your people **LISTEN**.

Our focus on listening as a brain-based function paired with actionable tools to shift employees' listening sets our listening workshop apart. Workshop participants learn a framework to adjust their listening habits in real time for maximum impact.

## We help your people drive **RESULTS**.

We teach people how to better connect their value to the needs of their listeners. This leads to faster and more informed decisions, advancing projects and stimulating business growth.

## LET'S COMMUNICATE.

Contact us to start a conversation on how we can help your teams **LISTEN, THINK AND SPEAK FOR RESULTS**.

**831.475.8202 | MANDEL.COM**

More than 25% of the Global 1000 corporations have implemented and benefited from our **LISTEN, THINK AND SPEAK FOR RESULTS®** communication workshop series. Here are just a few:





## THE PEOPLE WE TRAIN:

- Sales
- Marketing
- IT
- Investor Relations
- Engineering
- Project Management
- Product Development
- HR
- Design
- Finance
- Legal
- Executives
- Sourcing

## THE INDUSTRIES WE SUPPORT:

- Technology
- Manufacturing
- Healthcare
- Consumer Packaged Goods
- Food & Beverage
- Banking & Finance
- Insurance
- Oil & Gas

“

*“What we got from Mandel was so extraordinary, it’s almost hard to quantify the return on investment - **100% of our projects got approved** post training and we **accelerated our time to market.**”*

– Executive Director, Global Sourcing Operations, 25K Employees



“

*We wanted to transform how we communicate with our customers, with Wall Street and with each other. **Mandel upped our game** and got us there.”*

**– Keith Allman, CEO,  
Masco Corporation**



**MANDEL**

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