LISTEN EFFECTIVELY.  
THINK STRATEGICALLY.  
SPEAK PURPOSEFULLY.

Explore how partnering with Mandel resolves your communication challenges.
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®
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™
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™
Listen to Learn

Develop Listening Intelligence™ 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

TRAINING DELIVERY OPTIONS

ONE-ON-ONE  SMALL GROUPS  LARGE GROUPS  LIVE VIRTUAL  FACILITATED DIGITAL
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 habits 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
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