

PRESENT YOUR IDEAS AT THE EXECUTIVE LEVEL ESSENTIALS³

VIRTUAL
1 DAY FOR UP TO 12



BUSINESS MOVES FAST. BE READY

People are under intense pressure to make better decisions faster in the face of a 24/7 barrage of data and opinions.

When presenters aren't prepared to speak to what they value in a way that inspires understanding and trust, nobody wins. Critical recommendations are overlooked. Innovation is stifled. Deals are lost.

PRESENT YOUR IDEAS AT THE EXECUTIVE LEVEL™ ESSENTIALS — VIRTUAL addresses the challenge head-on by arming presenters with three essential skills they need to **THINK, SPEAK and LISTEN for RESULTS** when presenting, both virtually and in-person:

1. **THINK** deeply about the audience
2. **CRAFT** the presentation story
3. **ENGAGE** with executive presence

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 virtual presentation anxiety
- Drive better business decisions faster
- Connect more deeply with clients
- Cascade business strategy with excellence
- Increase competitive advantage
- Enforce positive public image and brand

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

THE SKILLS

PART ONE

8:00-10:30

VIRTUAL SESSION for 12

- 1. THINK** deeply about the audience
 - Know your audience
 - Executive “care-about’s”
 - Focus messages on the executive’s world
- 2. CRAFT** the presentation story
 - Quickly distill and organize content
 - Develop an engaging core message
 - Articulate a strong point of view
 - Add stories, analogies, and quotes
- 3. ENGAGE** with executive presence
 - Prepare for virtual delivery
 - Capture the executive’s attention
 - Maintain composure under pressure
 - Project authentic confidence

PART TWO

11:30-5:00

SMALL GROUP SKILLS PRACTICE LABS

Structure of Skills Practice Labs

- **11:30-1:00** Small group A of 4 participants
- **1:30-3:00** Small group B of 4 participants
- **3:30-5:00** Small group C of 4 participants

THE DETAILS

SPECIFICATIONS

- 1-day virtual session for up to 12 (4 hours per participant)
- Stakeholder viewpoint sets the stage
- Real-world, job-specific applications
- Flexible design aligns to business priorities
- Small group practice labs with expert coaching strengthen and fine tune skills

REINFORCEMENT & MEASUREMENT

- Two months’ free access to AI-driven mobile app measures improvement
- Easy-to-use tools deliver immediate application and make training stick
- Insightful evaluation reporting provides immediate, relevant feedback



SMALL
GROUPS



LIVE
VIRTUAL

FLEXIBLE
DELIVERY
OPTIONS

MANDELSM

831.475.8202 | MANDEL.COM