BUSINESS MOVES FAST. BE READY.

Executives are under constant, 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 trust and understanding, nobody wins. Deals are lost. Critical recommendations are overlooked. Innovation is stifled.

PRESENT YOUR IDEAS AT THE EXECUTIVE LEVEL™ — VIRTUAL addresses the challenge head-on by equipping virtual presenters with five essential skills they need to THINK, SPEAK and LISTEN for RESULTS when engaging with executives:

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

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
- Improve use of time, energy, and resources
- Cascade business strategy with excellence
- Accelerate responsiveness to market needs
- Increase competitive advantage
- Amplify customer satisfaction and loyalty
- Enforce positive public image and brand
THE SKILLS

DAY ONE
8:00-10:30 - VIRTUAL SESSION for 12

1. THINK deeply about the executive audience
   • Analyze executive “care-abouts”
   • Focus on the executive’s world
   • Quickly distill and organize content

2. CRAFT the exec-focused presentation story
   • Develop an engaging core message
   • Articulate a strong point of view
   • Add stories, analogies, and quotes

3. NAVIGATE visuals to maximize impact
   • Illustrate and enhance the message
   • Create flow and cohesion
   • Modifications for virtual delivery

DAY TWO
8:00-10:30 - VIRTUAL SESSION for 12

4. ENGAGE with executive presence
   • Capitalize on the benefits of virtual
   • Overcome virtual void anxiety
   • Capture executives’ attention

5. INTERACT credibly during tough Q&A
   • Maintain composure when challenged
   • Anticipate tough questions
   • Prepare concise and focused responses

11:30-5:00 SMALL GROUP SKILLS PRACTICE LABS*

*Structure of Skills Practice Labs (both days)
   • 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
- 2-day virtual session for up to 12 (4 hours per participant day)
- Real-world, job-specific applications
- Flexible design aligns to business priorities
- Small group practice labs with expert coaching strengthen and fine tune skills
- Direct links to your organization’s executive perspective and “care-abouts”

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

FLEXIBLE DELIVERY OPTIONS

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