



**NEW SERIES OF 1 DAY WORKSHOPS**  
*Relevant. Action packed. Practical.*  
*Offered at your organisation and aligned to your context.*

**NEUROSAVVY LEADERSHIP**

*New insights into the brain to enhance decision making and engagement*

*Learn:*

- to regulate responses, reduce stress and think more clearly through understanding the brain
- new ways to use neuroscience research to encourage innovation, better decision making and employee engagement

**SMARTER SELLING**

*Next Generation sales and client engagement strategies*

*Learn:*

- to move the conversation from price to value
- to build trust within minutes not months
- to create the partnerships where clients call you because they know the value you add
- practical techniques that are definable, measurable and repeatable

**HIGH IMPACT PRESENTATION SKILLS**

*Connecting with distracted audiences*

*Learn:*

- how to get people to tune out of 'Everything' and into you
- the secrets of world-class communicators and how to use these to energise your message
- to avoid the deadly dull – build resonance with your group

**THE PERFORMANCE MANAGEMENT DISCUSSION**

*Take the agony out of performance reviews for both parties*

*Learn:*

- to initiate positive and powerful conversations that talk to the aspirations of each individual
- to provide feedback in a way that is perceived as a valuable growth tool
- to use what is currently working as a benchmark for future success
- to have the tough discussions when you need to

**LEADERSHIP PRESENCE**

*Building Personal and Professional Impact*

*Learn:*

- the qualities of executive presence and how to build these into your day-to-day
- practical strategies to earn respect, build visibility and enhance reputation
- to step up to the plate as a global professional – operating in culturally diverse contexts

**PROFESSIONALISING SERVICE TOUCHPOINTS**

*Service begins at the tip of the tongue, the touch of a keyboard and the end of a telephone line*

*Learn:*

- to manage impressions that differentiate your service and inspire confidence in clients
- to excel at best practice global standards of professionalism, email and telephone etiquette
- to personalise your touchpoints to retain the human touch in an electronic world