

# EXECUTIVE COACHING

IN-PERSON OR VIRTUAL



## GREAT LEADERS ARE GREAT COMMUNICATORS.

Today's executives face high-stakes **communication on a daily basis**. Top leaders are under pressure to make the best decisions, inspire action and belonging, and achieve objectives more quickly than ever.

**Digital transformation radically changed the fundamental skills now required by executives.**

When leaders aren't prepared to express themselves in a clear, credible, and compelling manner with a **listen-first approach**, the organization suffers. Employee engagement declines. Decision-making stalls. Investor confidence shatters.

Mandel's executive coaching is tailored to each leader, with focus on specific skills they need to effectively address their communication challenges. Focus areas include:

- Strategic communication
- High-stakes event preparation
- Personal development

**World class training with proven results.**

Mandel is the premier communication skills training company for global organizations that believe in the power and potential of their employees.

Harness the power of industry-leading training design and facilitation to drive immediate, measurable business results:

- Drive better business decisions faster
- Enhance employee equity and inclusion
- Refine executive presence on and off screen
- Connect more deeply with employees
- Create a sense of culture that inspires
- Appeal to different listening preferences
- Cascade business strategy with excellence

**MANDEL**  
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# HARNESS THE POWER OF EFFECTIVE COMMUNICATION

**EXECUTIVE COACHING** helps leaders conceptualize, organize, and present strategic and tactical information. Based on our **Listen, Think and Speak for Results** research and methodology, coaching will focus, as needed, on helping leaders develop five critical skills:

## 1. **THINK** deeply about the audience

- Analyze listener “care-about’s”
- Focus on the listener’s world

## 2. **CRAFT** the presentation story

- Apply a simple, repeatable process to distill and organize content
- Develop an engaging opening and close with a call to action
- Articulate a strong point of view and enhance retention of key messages
- Add stories, analogies, and quotes

## 3. **NAVIGATE** visuals to maximize impact

- Illustrate key points visually
- Navigate slides for maximum impact
- Modify visuals when delivering virtually
- Apply best practices for white-boarding, demos, and virtual presentations

## 4. **ENGAGE** with executive presence

- Connect with the audience and build trust
- Present with confident authenticity
- Balance energy and composure
- Manage nerves and anxiety
- Adapt skills when presenting virtually

## 5. **INTERACT** credibly during tough Q&A

- Encourage questions to ensure audience comprehension
- Deftly handle challenges or objections with confidence
- Effectively defer a question to another time or person



ONE-ON-ONE



SMALL GROUPS



LIVE VIRTUAL

**FLEXIBLE DELIVERY OPTIONS**

## THE DETAILS

### SPECIFICATIONS

- Focus on C-suite to manager level executives
- Tailored training to meet individual goals
- Learn-by-doing exercises
- Strengths and weaknesses analysis
- In-the-moment expert feedback from a senior Mandel Coach
- Virtual platform coaching options available

### OPTIONS

- Executive Coaching Options:
  - 1:1 individual coaching session
  - Small-group coaching sessions
  - Multiple back-to-back refinement sessions
  - In-person or virtual coaching options