



“Role playing with actual situations helped me be prepared for many in-person scenarios. This workshop gave me a chance to practice my message and improve my skills based on feedback. I feel better prepared for future meetings and interactions both internally and externally.”

Overview:

The Deals Desk workshop will ensure that participants are very well prepared for a big meeting, whether it is internal or external. The workshop gives participants a chance to prepare, dry run, get direct feedback, and dry run again; enabling them to refine their message to make it most effective. Additionally, the class is a great coaching opportunity for managers. The workshop includes two sessions, one in the morning and one in the afternoon, each with different participants. A session can have up to four participants or participant groups. Multiple sessions can be run simultaneously if desired. At least one manager will be required for each session to play the role of the client.

Benefits:

During the workshop, participants get practice and receive feedback on how to engage their audience and gain the necessary commitment. Participants will receive:

- Personalized comment cards
- Coaching guide
- Dry run videos
- Agenda templates
- One-on-one coaching evaluation
- Manager coaching support and toolkit

Attendees:

Client-facing personnel who have an upcoming important meeting

Topics Covered:

- Effective communication
- An ‘Understanding Their Business’ analysis
- Two dry runs
- Review of both dry runs, including instantaneous electronic feedback

