



OPEN COURSE BROCHURE

DETAILED INFORMATION ABOUT OUR
OPEN COURSES FOR 2017

INSPIRE GREATER IMPACT
LONDON • NEW DELHI • NEW YORK



**“I ENJOYED THE WHOLE PROCESS
AND THE TWO PRESENCE DAYS
WERE MOTIVATIONAL”**

Guadalupe Espinoza
- *T-Systems Mexico*

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*Revolutionise your ability to communicate
and express yourself through one of
Maynard Leigh's Open Courses*



**OUR OPEN COURSES WILL TRANSFORM YOU FROM
GOOD TO GREAT: PERSONAL IMPACT, PRESENTING WITH
PRESENCE, BOARDROOM PRESENCE, RAISING THE BAR,
FINDING YOUR VOICE AND LEADERSHIP IMPACT.**

**“THE COURSE ‘DID EXACTLY WHAT IT SAID
ON THE TIN’, WHILE TOTALLY EXCEEDING
EXPECTATIONS FOR THE DIFFERENCE IT
WOULD STIMULATE IN ME.”**

*Peter Devine - Accenture.
Presenting with Presence*

Since 1989 we have helped thousands of people to communicate
with confidence, and speak with passion and conviction.



PERSONAL IMPACT

This one-day workshop is about how to approach and conduct informal presentations and encounters - to make sure you establish a productive working relationship, get your message across with impact and make a positive lasting impression.

COURSE DETAILS:

How you enter a room, shake hands, dress or express yourself can significantly affect how you come across, influence or convince others. It's even more important to make a lasting impression by getting your message across and creating the right personal chemistry with others.

The course builds internal confidence to tackle situations such as selling products or services to individuals, chairing and participating in meetings, interviews, appraisals and briefings, as well as business social functions.

TARGET AUDIENCE:

Ideal for anyone needing to practise and develop their impact and confidence when communicating to small groups and in informal situations.

“FANTASTIC DAY. I LEAVE THE COURSE FEELING MUCH MORE CONFIDENT AND AIMED WITH THE RIGHT TOOLS TO PERFORM BETTER.”

Marilyn Jarman - *River Street Events*

LEARN TO:

- Assess the effects of personal appearance
- Use and be more aware of body language
- Understand how best to use your own communication style
- Clarify and deliver messages effectively
- End encounters positively

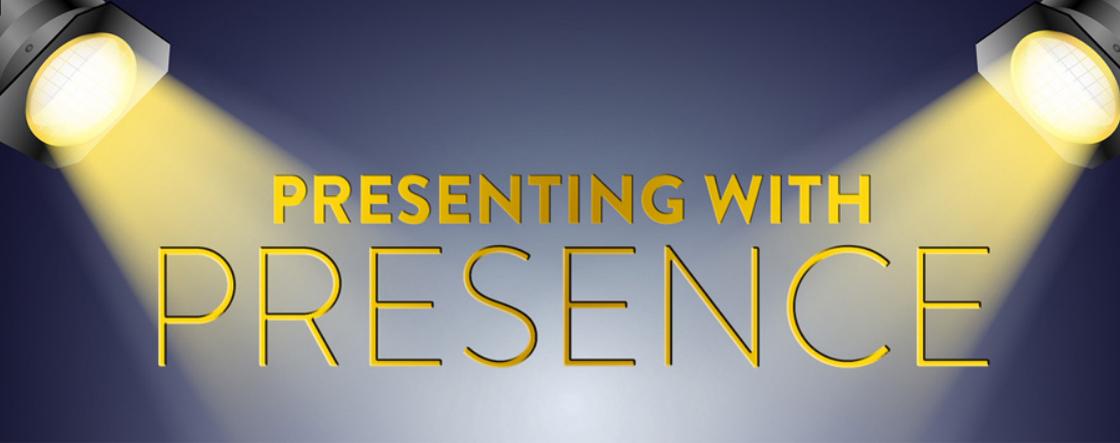
FEEL:

- Better equipped to handle small group situations
- More alert to what happens in a small group
- Ready to convey both confidence and conviction
- More sensitive to others and their communication needs

BE MORE ABLE TO:

- Convey quality in your personal message
- Give effective briefings
- Chair and participate in meetings
- Deal with business and social occasions
- Create personal chemistry and rapport

1 day - Maximum 6 participants



PRESENTING WITH PRESENCE

Transform your communication skills so that you deliver outstanding and memorable presentations and make the impact you deserve. Whether it's presenting, pitching or public speaking - this is the world's most impactful and outstanding two-day experience.

Using challenging and enjoyable training methods adapted for business from the theatre, we focus on each person's unique presenting style.

COURSE DETAILS:

By building confidence we enable people to express their natural creativity and enthusiasm. There is continual professional feedback and coaching, along with constant practice in presenting with energy and conviction. This is a powerful experience that can radically change how people express themselves.

TARGET AUDIENCE:

Ideal for those giving stand-up presentations, pitches, conferences, briefings and for other formal speaking situations.

“THE WAY THE COURSE HAS MOVED US FROM THE BEGINNING TO THE END AND THE METHODS USED HAVE BEEN OUTSTANDING.”

Ligh Nichols - *HP ES LTD*

LEARN TO:

- Find your unique presenting style
- Express yourself with confidence and conviction
- Prepare physically and vocally
- Structure creative and memorable presentations
- Field hostile questions

FEEL:

- More confident about presenting
- Better equipped to handle stage fright and nerves
- Excited about presenting even perhaps looking forward to it
- Ready to give your best

BE MORE ABLE TO:

- Prepare under pressure
- Improvise and 'think on your feet'
- Use an extended range of expression
- Communicate with passion
- Inspire and influence the audience

2 - days - Maximum 8 participants

BOARDROOM PRESENCE



This course is about you - Your presentation, your distinctive qualities and your ability to communicate at a senior level.

There are a number of reasons you may need to make a lasting impression, perhaps you've been promoted, attend regular board meetings, or are asked to attend occasionally because you have a particular expertise, or you could be returning to the board after a career break. Creating a lasting impression is also important when building client relationships at board level – you will need to present yourself with gravitas and authority.

COURSE DETAILS:

This one day workshop allows you to develop your presentation and communication skills so that you make a favourable impression on other senior executives.

**“GREAT STRUCTURE,
PACE, ENERGY, FEEDBACK
OPPORTUNITIES AND
PRACTICE.”**

Juliette Packham - SA Partners

LEARN TO:

- Use your authentic leadership style
- Clarify the impact you want to have
- Be alert to what's going on around you
- Impress others and establish credibility

FEEL:

- Confident to walk into a room full of senior executives
- Assured you are speaking with integrity
- Equal to those around you

BE MORE ABLE TO:

- Influence at the highest level
- Build relationships with senior people
- Express personal opinions and points of view
- Convey gravitas and natural authority

1 day - Maximum 6 participants

**“GOOD AND VERY USEFUL
COURSE, WOULD RECOMMEND
TO ANYONE LOOKING TO
IMPROVE THEIR SENIOR LEVEL
COMMUNICATION SKILLS”**

Rob Parry - Capgemini



RAISING THE BAR



This course takes the development of outstanding presentation skills a stage further. It continues to explore each individual's style of presentation, and it also looks in more detail at the elements that contribute to presentation success.

COURSE DETAILS:

This one day course explores the finer points of devising compelling content, and takes individual delivery skills to the next level. The theme of the whole day is refining skills and increasing impact.

TARGET AUDIENCE:

This course is for people who have attended our 2 day **Presenting with Presence** course and would like to 'top up' their development. Ideal for those already experienced at presentations, pitches and for other speaking situations.

“EVERYBODY WHO EVER PRESENTS HAS TO FOLLOW THIS COURSE, IT WAS VERY COMPLEMENTARY TO THE FIRST TWO DAYS”

Eddy Grissen - IMS HEALTH

LEARN TO:

- Present with authority and ease
- Construct powerful speeches
- Increase your conviction and impact
- Inhabit a more powerful presence

FEEL:

- Confident to make a difference
- In control of the situation
- Ready to create an impact with your message

BE MORE ABLE TO:

- Prepare thoroughly
- Achieve your aim
- Leave a positive impression
- Speak powerfully
- Communicate with passion
- Influence the audience

1 day - Maximum 6 participants.



FINDING YOUR VOICE

The voice is one of our most powerful communication tools. And yet often people find that their voice lets them down, just when they need it most, and they don't know what to do about it

COURSE DETAILS:

This course is about getting practical, tailored help in developing and improving your voice. Whether you want to have more vocal impact, speak with more gravitas or variety, or be more clearly understood speaking English as a second language, this 1 day workshop can help you to take charge of your voice.

TARGET AUDIENCE:

Ideal for anyone wanting to improve the effectiveness of their voice, for presentations and meetings, or more informally.

WHY WORK ON YOUR VOICE?

Impact - to make more of an impression in meetings, presentations and conversations.

Persuasive - to influence people and come across with authority.

Rapport - to communicate and make better contact with people

Self Confidence - to feel more assured and convey confidence.

LEARN TO:

- Gain control of their voice and make greater vocal impact
- Develop their voice, improve its tone and give it more life, variety and gravitas
- Improve the clarity of their speech
- Be more easily understood if speaking English as a second language

FEEL:

- More assured and able to convey confidence in speech
- clear about what they need to work on, and how to go about it
- Better equipped to handle difficult speaking situations
- More sensitive to others and their communication needs

BE MORE ABLE TO:

- Further develop and strengthen their voices
- Extend their range of expression
- Use their voices more effectively in a variety of situations
- Create personal chemistry and rapport

1 day - Maximum 6 participants

LEADERSHIP IMPACT

The course package includes access to: an online 360° profile tool, pre and post-course 1-2-1 executive coaching sessions to support the masterclass, a copy of our 'Leading the Way' book and a pack of our 'Do It Now' weekly action cards.

Leadership is increasingly about the ability to inspire others. To achieve this, leaders need to be expert communicators, using every encounter to impact positively on their people.

COURSE DETAILS:

This two-day, breakthrough event, explores the arena of inspiration and how leaders develop brilliant ways of communicating in order to engage, motivate and excite others.

TARGET AUDIENCE:

Leaders at the top of their organisations who want to produce inspirational results by being bold not bland.

DISCOVER HOW TO:

- Lead with impact
- Engage people's hearts as well as their minds
- Communicate inspiration

CONNECT WITH YOUR:

- Authentic power and gravitas
- Confidence and passion
- Capacity to create productive partnerships

BE MORE ABLE TO:

- Talk in a way that provokes action and gets results
- Lead people through change
- Adapt styles to energise a wide range of audiences

2 days - Maximum 10 participants

"Exceeded all expectations – simply outstanding. Thank you – you have changed my life"

Colin McIntyre
Waitrose Farm

"Thank you for an innovative, informative and transformational two days"

Lavina Reindorp
Markit

"Brilliant eye-opener. I know more about me than I ever thought I'd know!"

Kelly Cooper
Right Management



“MY PERSONAL EXPERIENCE ON LEADERSHIP IMPACT”

“If you can fill the unforbearing minute with sixty seconds worth of distance run.....”

What is it that makes it possible to fill that unforbearing minute? Knowledge, skills, confidence a genuine belief in yourself and what you do? Or an intricate combination of all these and more?

I attended Maynard Leigh’s two day Leadership Impact course with the clear aim of gaining more knowledge and skills to lead my team of staff spread across the UK better; I also wanted to feel more at ease when talking to audiences. On the first morning, I felt lucky that the group had very quickly opened up and engaged with each other - but then I wondered was it luck? Or was it that Maynard Leigh attracts people who want to learn and improve?

By the end of the two day workshop I was firmly of the view that there would not be a group of people anywhere who would not engage fully with the Leadership Impact course and that Maynard Leigh’s value set was one that would withstand even the most rigorous scrutiny.

I have always found immersive learning to be the most effective for me; I can genuinely say that the Leadership Impact session on the first afternoon was one of the most emotionally powerful, immersive experiences I have ever had - and I only stood up to recite ‘If’ by Rudyard Kipling!!

I tried techniques that I have never even considered before, I did things that I had always done, but from a completely different perspective. That kind of experience stays with you; it endures. Not just the techniques and thoughts, which in themselves are as robust as they are simple, but the feelings and the confidence.

So often day two of a course cannot replicate the experience of day one, particularly after such a powerful experience. However Nigel Hughes, the course leader, has such an effective style and skill that it meant day two built very effectively on day one. If the two days had been the unforbearing minute, Maynard Leigh



Adrian Peters

Director of Employment
Career Transition Partnership

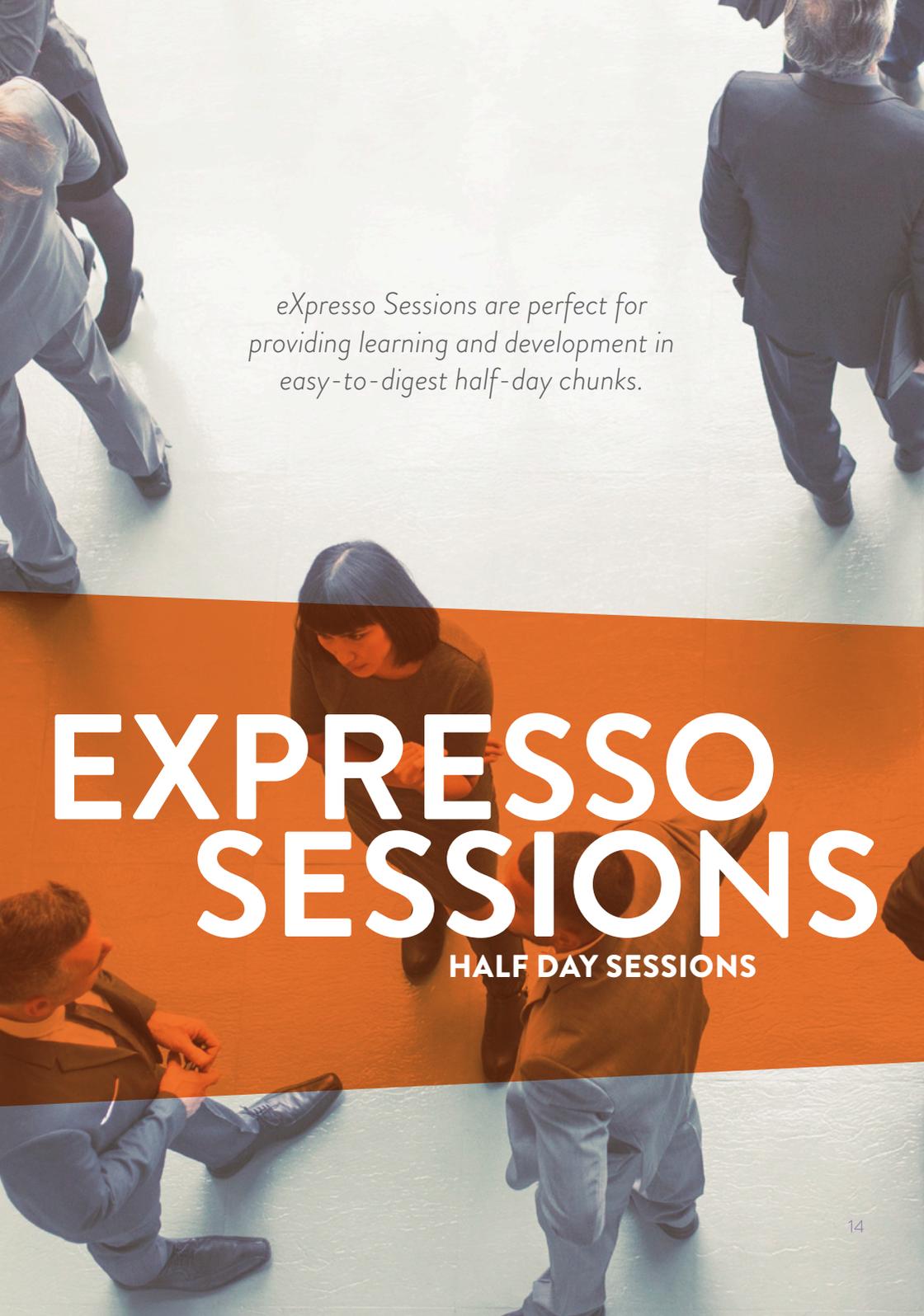


“That kind of experience stays with you; it endures”

had empowered me to fill them with a very valuable sixty seconds worth of distance run.

It has now been four months since the Leadership Impact course. I still use the techniques that Nigel taught us - because I find they work and add real value to the way in which I approach all that I do as a leader. Be that in gaining clarity of thought in preparing for the challenges of the day ahead, or in focusing myself in the middle of the rollercoaster ride that most days seem to be.

There is a wonderful German word ‘fingerspitzengefühl’ which literally means the feeling at the end of your fingers - but it is used by Germans to encapsulate instinct, knowledge, passion and gut feeling. The better your fingerspitzengefühl the better you can lead and inspire. Be warned - that if my experience is anything to go by, spending time with Maynard Leigh will certainly improve your fingerspitzengefühl and will help you fill your own minute with sixty seconds worth of distance run.



eXpresso Sessions are perfect for providing learning and development in easy-to-digest half-day chunks.

EXPRESSO SESSIONS

HALF DAY SESSIONS

INFORMATION IS EXPLORED QUICKLY AND EASILY.

The sessions are exciting and involving, with participants being encouraged to actively participate and try things out.

This accelerates learning and increases their effectiveness. Participants leave with new ideas and approaches - and the motivation to implement them.



**“VERY INDIVIDUAL
AND UNDERSTANDING
OF PEOPLE’S DIFFERENT
NEEDS. I FEEL REALLY
CONFIDENT!”**

Emily Childs - Spektrix

We are delivering the following eXpresso sessions in 2017:

PRESENTATION IMPACT:

This session forms part of our campaign to stamp out boring presentations!

We all spend too much time watching and listening to presentations that turn out to be ‘death by PowerPoint’ or dull, dreary affairs that fail to inspire.

Here you’ll have a chance to overcome fears and learn some of the secrets of impactful presentations from a professional performer, so that your communications are exciting and memorable.

Half day course (3.5 hours)
Maximum 20 participants

INSPIRATIONAL LEADERSHIP:

How do you inspire outstanding performance from people in a dynamic business environment? It demands flexibility, invention and a range of people skills. This event allows participants to discover the necessary capabilities and practise using them in a realistic setting. It is action-focused and encourages people to produce exceptional results by inspiring themselves and others.

Half day course (3.5 hours)
Maximum 20 participants



**“THE BENEFIT AND EFFECT WAS
TREMENDOUS. IT WAS DEFINITELY
WORTH EVERY PENNY WE INVESTED.
THEY ARE STATE OF THE ART IN
WHAT THEY DO”**

Brano Hosak, Senior Expert of Group
Performance Development
- *Deutsche Telekom*



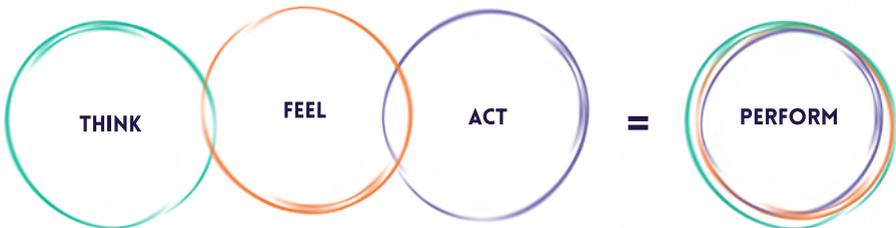
Our Methodology

The Maynard Leigh Experience refers to the learning processes and exercises we use to enable people to improve their performance. Participants have the opportunity to rehearse new behaviours in a safe learning environment supported by expert coaching.

We have pioneered a powerful learning technology using theatre-based ideas that create highly engaging experiences, accelerating learning in an action-orientated, stimulating and enjoyable way. Producing behavioural change demands a creative approach that appeals to all aspects of a person's ability to learn, grow and develop. We call it 'whole-self learning'.

By developing people's cognitive, emotional and behavioural skills, you can maximise each person's effectiveness and improve organisational performance.

We are committed to ensuring that all our development events are relevant, practical and make a difference to the business.



For more information about our in-house, tailored and bespoke courses please visit our website: www.maynardleigh.com

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