EDOMIDAS COMMUNICATION SKILLS SOLUTIONS

CONTENT

EDOMIDAS COMMUNICATION SKILLS PROGRAMMES

Page 4   CRITICAL CONVERSATIONS
Getting positive outcomes from tricky situations

Page 5   STRATEGIC INFLUENCING
Getting everyone on your wavelength

Page 6   PRESENTING TO WIN
Making it stick and winning over your audience

Page 7   PRESENTING WITH CONFIDENCE
Staying cool under pressure

Page 8   CONFERENCE SPEAKING
Under the spotlight

BASED ON SOUND RESEARCH

Our work is based on careful analysis of high-performing individuals and excellent communicators. This allows us to deliver knowledge, tools and skills based firmly on research, not supposition. Furthermore, we test our products extensively to assure their quality, so you can be sure that each programme is an up-to-date, high-impact solution.

PROVEN TO GET RESULTS

We understand the human behavioural elements that result in excellent communication. Addressing these behaviours with the strategies and tools we offer will result directly in measurable improvements for your people. This brochure provides an overview of each product and what you can expect from it. Our products and services can be tailored to meet your specific needs and requirements.
We offer a range of skills-based solutions to help your people communicate effectively. These advanced communication skills include:

- Critical conversations
- Strategic influencing
- Presenting your company message effectively

INTRODUCTION

ADVANCED COMMUNICATION SKILLS

We offer a range of skills-based solutions to help your people communicate effectively. These advanced communication skills include:

- Critical conversations
- Strategic influencing
- Presenting your company message effectively
ARE THERE CONVERSATIONS THAT FILL YOU WITH DREAD?

If the answer is yes, you have a lot in common with the rest of the world. Most of us dread the thought of giving sensitive feedback, tackling a performance issue or dealing with conflict. They are usually the kind of conversations that quickly become charged and uncomfortable, leading us to avoid them and hope the issues will resolve themselves. Yet in most cases they simply get worse if left, leading to increased tension, under-performance or even the breakdown of relationships. We call them critical conversations.

GETTING A POSITIVE OUTCOME

The edoMidas ‘Critical Conversations’ programme gives you the tools necessary to handle the challenge. Using high impact strategies and techniques, you develop the skills that will enable you to tackle difficult conversations with confidence and achieve a positive result.

THIS PROGRAMME GIVES YOU:

- Techniques to give sensitive feedback
- Practice scenarios to build skill and confidence
- Tools to focus difficult conversations on a positive outcome
- Insight into your own communication styles
- Practical skills to respond to different people and communication styles
- A framework to keep critical conversations focused and effective
- The skills to handle conflict effectively

“A true partnership has been developed with edoMidas over a number of years. As a result, we have benefited from tailored development solutions well aligned to our business needs, culture and values. The edoMidas team create a supportive learning environment where delegates don’t just learn the theory but are actively encouraged to put their learning into practice. Delegate feedback is strong and our people are eager to attend the workshops.”

AILEEN McLaren
HR Consultant
Standard Life Investments
Every organisation depends on great ideas: the next big project, a new direction, a fresh goal to be achieved. For the most part these ideas require some kind of collaboration to become reality. They rely on support to reach fruition.

No matter how great your idea is, no matter how robust your proposal or opinion, you cannot be certain that others will share your vision. Indeed, getting things done with the help of others almost always involves a degree of discussion. Points of view may differ. Competing agendas may clash.

Influencing skills allow you to build good relationships, respond to a variety of communication styles, and handle objections. These skills are becoming increasingly important where organisational structures are flatter and individuals are required to work in project teams with no direct lines of authority.

Developing strong influencing skills is vital if you want to get results in business.
ENGAGE YOUR AUDIENCE

edoMidas’ advanced presentation skills will ensure you give engaging presentations, bringing even the most technical and complex subject matters to life for your audience.

If part of your job requires you to inform or influence your audience, it is critical you present your information in a way that is both interesting and memorable. Research shows that unless you use the right structure and tools to capture and hold an audience’s attention, they quickly lose focus and miss your key points. That’s why it is vital to get it right.

CAN YOU MAKE IT STICK?

Contrary to common belief, presenting well is not simply about delivering a confident performance. If you want to deliver high-impact, audience-focused presentations, you need to know how to identify your key messages and structure your content for maximum impact.

Whether your objective is to speak at a conference, lead a seminar or improve your confidence and impact as a presenter, this approach gives you the best tools and techniques available.

As a result of the edoMidas workshop, you will be able to deliver your presentations in a confident, convincing and memorable way. Working with your inherent strengths and communication style, we help you develop your own personal brand that ensures you come across as influential, conversational and natural.

THIS PROGRAMME WILL HELP YOU:

- Make informative presentations more interesting
- Get buy-in when the purpose of your presentation is to persuade
- Grab and keep your audience’s attention
- Make your content credible, relevant and memorable
- Present with impact
- Handle audience reactions effectively

“I have worked with edoMidas for many years now and I wouldn’t hesitate in recommending them. They have consistently delivered high quality, flexible and creative presentation skills development programmes to our lawyers and business services teams. edoMidas work closely to understand specific learning needs and invest time in designing the most fitting learning solutions.”

Catherine Boddington
Head of Learning Development
Addleshaw Goddard LLP
People may be in jobs they love, and are still panicked at the prospect of having to deliver a presentation. For many people this is the most stressful situation imaginable in business. Critical occasions are conferences, team events, induction presentations and client reporting.

If the very thought of giving a presentation fills you with fear, ‘Presenting with Confidence’ will enable you to deliver your message with clarity and confidence.

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**STAYING COOL UNDER PRESSURE**

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UNDER THE SPOTLIGHT
CONFERENCE SPEAKING

WANT TO MAKE AN IMPRESSION?

When addressing a large audience, the importance of making a positive impression is at the forefront of every speaker’s mind. This is also the key concern of the business they represent.

STAND OUT FROM THE CROWD

A great speech not only requires practice, it also needs expert advice and the right techniques and tools. Our analysis of compelling speakers reveals the critical behaviours that will help you deliver a great speech, stand out from the crowd and project the intended key messages in a memorable and engaging manner.

deoMidas can provide you with consultancy services and training for conference speaking.

THIS WILL HELP YOU:

- Manage events effectively
- Come over as a well-coordinated team
- Develop skills in effective moderation
- Create consistency in your messaging
- Present your messages with confidence and clarity
- Engage your audience with credible, relevant and memorable content
- Facilitate break-out sessions and discussion groups effectively
- Run panel ‘question time’ sessions
- Use a number of participative techniques for audience involvement
- Answer your audience’s questions effectively
- Deal with hostile questions and difficult situations

“This year alone I’ve won four Best Speaker awards at four major conferences. Many thanks to edoMidas!”

CHRIS BOWIE
Head of Credit
Ignis Asset Management
We also offer 90-minute smartClasses. You can find out more here:
http://www.edomidas.com/solutions/smartclass

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