

Improving your impact and communication skills

Course Agenda



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Agenda

08:45	Registration and Breakfast
09:00	Introduction Mark Freer, Course Director
09:15	Improving your Human Skills Mark Freer, Course Director <ul style="list-style-type: none">• Essence of your role• Why impact and communication skills matter in deal-making
10:30	Break
10:45	Adapting Communication Styles for Different Audiences Mark Freer, Course Director <ul style="list-style-type: none">• Meeting management teams• Techniques to improve your interactions• Handling difficult topics• Case study
13:00	Lunch
14:00	Navigating Critical Meetings Mark Freer, Course Director <ul style="list-style-type: none">• Investment Committee• What is its purpose?• How should you approach it?• Building credibility with senior stakeholders
15:00	Break
15:15	Pitching and Presenting with Impact Mark Freer, Course Director

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	<ul style="list-style-type: none">• Investment committee / Advisory committee - delivering with confidence• Case study
17:15	Some Reflections and Setting Personal Goals Mark Freer, Course Director <ul style="list-style-type: none">• Lessons learnt
17:30	Course ends