



DEVELOPMENT ROOM – TASTER COURSES

w/c 1 November 2021

COACHING YOUR PEOPLE PART 1

Managing and Leading your best, most capable talent; requires skills. Not only to maintain engagement of those performers, but to help them feel their thinking is valued, and they can 'think' for themselves. This 2-part module takes a deep dive in to the art (and science!) of Coaching and the transformation it can have on your best people. In this part, we show you a model to use and give you some takeaways to try on your high performers as a starting point.

1st November 2021 09:30 GMT [Enrol](#)

BUILDING HIGH FLYING TEAMS PART 1

Thinking about your people and how you communicate with them isn't always consistent. Equally, we all strive as managers to have a high skill, high will team. How do we get them there? How do we communicate with each other if they sit somewhere 'not' in high skill, high will. This session focuses on your high will people.

2nd November 09:30 GMT [Enrol](#)

PRESENTATION SKILLS

Anxious about that upcoming presentation? Conscious you need to stand out - whilst presenting remotely? During this session you'll learn key tips on how to engage your audience whilst presenting virtually, as well as ensure your messages stick in the audience's mind. Create that presentation that impresses your audience in a simple 3 step process.

2nd November 11:00 GMT [Enrol](#)

UNDERSTANDING THE HUMAN BUYING PSYCHOLOGY

This session sounds a little random, but underpins so much of how we engage with clients and prospects. This session helps you and I understand the mental thought process we go through before making a decision to buy. This interactive and practical session allows you to then see how aligned your steps of your sales process are. Delivered by a certified trainer with a credible track record in sales.

2nd November 14:00 GMT [Enrol](#)

PREVENTING BRIBERY & CORRUPTION

Corruption globally amounts to over \$1 trillion a year. Learn the impact of bribery and corruption, the four key offences under the Bribery Act, how to recognise bribery, the penalties involved, and the six principles recommended by the Act to prevent it.

2nd November 15:30 GMT [Enrol](#)