

# CORE FRANK PROGRAMMES



In our 15 years of working in business, we have noticed that the most successful leaders and managers, are those who are great at communicating with their people. This is a skill that all leaders and managers can improve on.

With this in mind, we have designed 3 one-day programmes, which cover some of the basic communication skills a leader will need, wherever they are in their career : Personal Presence & Impact, Challenging Conversations and Storytelling.

## PERSONAL PRESENCE & IMPACT

Your personal presence and impact matter. Whatever the situation, a presentation, a meeting or a one to one conversation, how you come across to others is as important as the content of your message, if not more so.

We will dispel some of the myths around 'presence', share with you some theory, and work through a series of practical exercises. We will create a safe environment, and encourage you to try things out and take risks.

At the end of the programme, you will be able to deal with a range of situations with increased confidence and skill, enabling you to be yourself at your best.

## STORY TELLING

The ability to construct and tell a compelling story can change a dull presentation into a dynamic, transformative experience.

We have all fallen asleep during PowerPoint presentations in darkened rooms. We have listened to leaders setting out a vision, and not bought in to it. We have been at team briefings and failed to connect with the issues at hand.

We will use examples of great writing, share with you simple and practical story structures, to enable you tell your story in a way that will be heard, appreciated and enjoyed by your audience.

At the end of the programme, you will be able to tell a compelling story in an authentic and engaging way.

## CHALLENGING CONVERSATIONS

We all have them. Most of us try to avoid them.

Your challenging conversation may be with your boss, a peer, a friend or a direct report.

We will look at how we communicate, assertiveness and influencing. The emphasis is on practice in a safe environment. We will offer practical and useful tips, that you can start implementing straight away.

At the end of the programme, you will have more confidence in dealing with challenging conversations, an increased awareness of what you will need to do differently, and a desire to get on with them!

