

Skills development prospectus – an at-a-glance guide

For over two decades Axiom have been trusted, by leading organisations around the world, to develop the skills of leaders and line managers to meet their business challenges.

Delivered virtually, or face-to-face, and for teams or individuals, our workshops have a proven track record in improving business performance.

This at a glance guide outlines Axiom's core offerings under five headings.



For more information please visit the **Skills Development page** on the Axiom website, email hello@axiomcommunications.com or call **+44 (0)33 3088 3088**

Leadership skills development: Our virtual or face-to-face workshops (1 of 2)

More →



How to tell your big picture vision so everyone gets the end game



How to become a world-class leader



How to create the ultimate rhythm for sharing strategy



How to lead and communicate change



How to find the time to lead



How to lead motivated teams



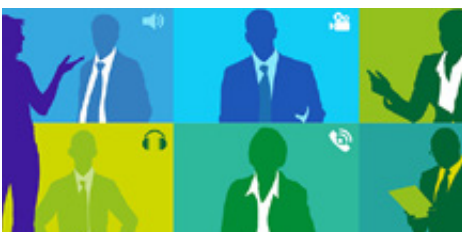
How to improve and adapt your leadership style and increase your decision-making



How to become a great leader: An introduction for those new to leadership



How to build a winning culture



How to lead well



How to align your sales force with your business direction



How to lead the way: A comprehensive programme for emerging leaders

All of our workshops can be delivered face-to-face or virtually. For more information call or email us now...

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Book a workshop

Leadership skills development: Our virtual or face-to-face workshops (2 of 2)

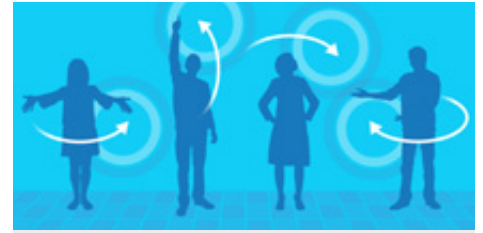
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How to identify, fully utilise and adapt your leadership philosophy



How to develop high-performing teams



How to improve business performance by better understanding your people: The DISC profiling tool



How to protect the mental health of those around you



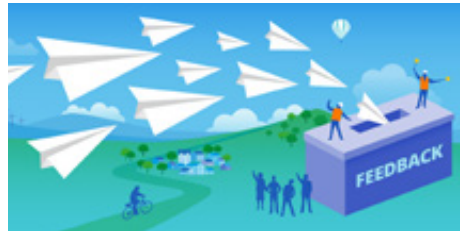
How to coach others to success



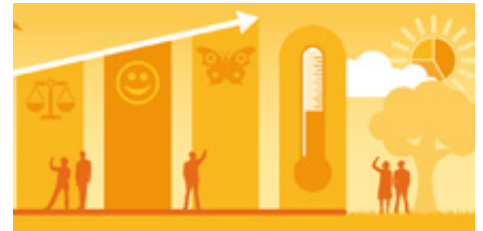
How to delegate, when to do it and the art of doing it well



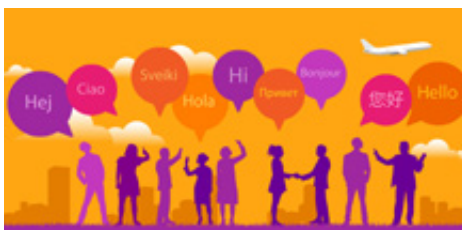
How to deliver an effective mentoring relationship



How to master your behaviour and adapt it to others



How to improve your bottom line through corporate wellness



How to get people to adopt new processes and behave in a consistent way

Flexibility: You can customise

Content: You can pick and mix from our different development areas to design a course or coaching session that delivers a specific skill set.

Length: We can re-build any workshop to deliver the depth and detail you need – from two-hour tasters to multi-day masterclasses.

Location: You don't have to travel miles to benefit. We can deliver in person onsite or virtually.

If you like the sound of any of our workshops, we'd love to partner with you. Call or email us now...

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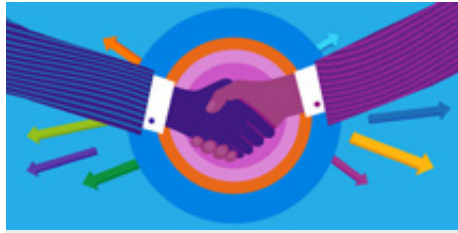
Book a workshop

Management skills development: Our virtual or face-to-face workshops (1 of 2)

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How to manage upwards



How to get YES: Negotiation techniques that work



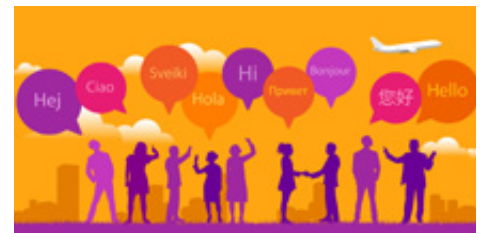
How to run meetings and briefings that deliver results, virtually or face-to-face



How to understand and influence others



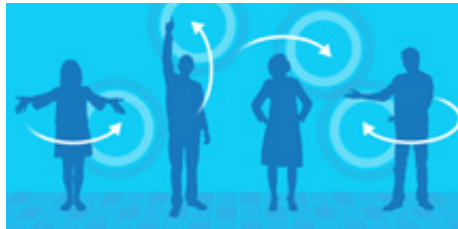
How to master your behaviour and adapt it to others



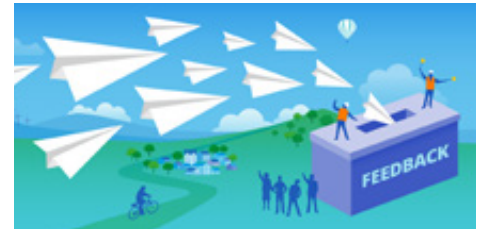
How to build effective working relationships across cultures



How to increase team engagement



How to read body language and get yours right



How to get people asking great questions



How to handle difficult questions



How to improve your management style and get more from your people



How to protect the mental health of those around you

You can pick and mix from different workshops to create a bespoke blend that meets your needs.
For more information call or email us now...

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Book a workshop

Management skills development: Our virtual or face-to-face workshops (2 of 2)

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How to have difficult conversations



How to create positive outcomes: good, bad and no stroking



How to performance manage your sales team to deliver better results



How to manage and communicate change



How to become a great manager for those new to people management

What we offer

We provide group workshops for up to 12 people and one-to-one coaching. Our offer spans leadership development, management development, communications development, sales development, and personal development.

We deliver all the skills critical to successfully navigating today's ever-changing business world. We meet your bespoke skills requirements in a flexible and affordable way, either face-to-face or virtually.

Our coaches and facilitators are all subject matter experts and experienced practitioners. Call or email us now:

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Book a workshop

Personal skills development: Our virtual or face-to-face workshops (1 of 2)

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How to protect the mental health of those around you



How to maintain a positive outlook



How to build resilience and personal wellbeing



How to create and maintain a high-performance mindset



How to be a great trainer



How to deliver an effective mentoring relationship



How to coach others to success



How to coach your own team to better performance



How to improve your working relationships by increasing your emotional intelligence

Workshops

From shop to top floor, people leave our interactive workshops enthused, energised and equipped with the practical tips, tools and techniques they need for immediate implementation.

Coaching

Personalised experiences from those who can provide external perspectives to challenges are in much demand, with one-to-one coaching a preferred developmental approach. Our coaches understand the demands of accelerating business change because they have successfully navigated it themselves and now coach others to reach their full potential.

If you like the sound of any of our workshops, we'd love to partner with you. Call or email us now:

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Book a workshop

Personal skills development:

Our virtual or face-to-face workshops (2 of 2)

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How to understand finance for non-finance people



How to master your behaviour and adapt it to others



How to balance your head, heart and gut to make better decisions



How to spot language patterns to positively improve and influence relationships

..... “

What this event gave me is a clear picture of why I think the way I do, and what impact that has on the people around me. I never realised how much my thinking restricted my listening and decision making.

Senior Manager in a Local Council

..... “

I left this workshop with life-changing insights. A good mix of theory and practice that I'm confident I can apply.

Senior Leader in a
Global Pharmaceutical Company

..... “

An amazing course! I have reflected on my own wellbeing as well as those around me and I'm now a much better boss and, I'd like to think, person too.

Regional Manager,
National Healthcare Sales

.....
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Communication skills development: Our virtual or face-to-face workshops

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How to be a better communicator



How to deliver clear, credible and compelling presentations, virtually or face-to-face



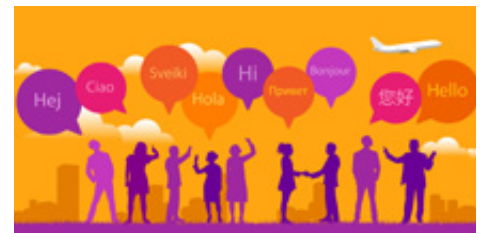
How to write with impact



How get the most from your social media



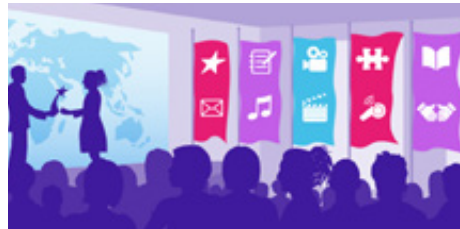
How to harness the power of your network



How to build rapport for great working relationships



How to tell powerful business stories



How to deliver effective conferences, virtually or face-to-face



How to handle difficult questions



How to have difficult conversations



How to manage and communicate change

..... “
The content was fascinating and presented in such a way that it was immediately applicable, not only at work but in all walks of life.

Director in the Charity Sector

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Book a workshop

Sales skills development: Our virtual or face-to-face workshops



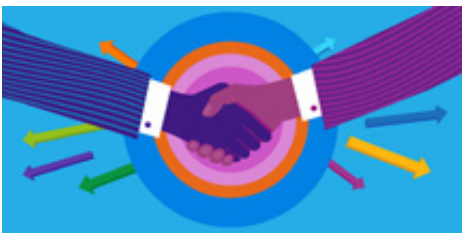
How to evolve your sales process



How to professionalise your selling skills



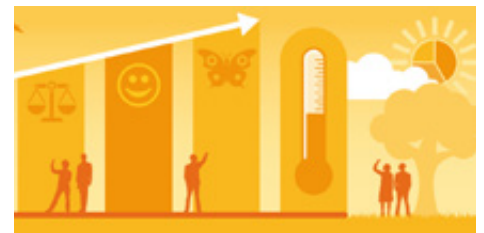
How to strategically manage your sales accounts



How to get YES: Negotiation techniques that work



How to master sales management



How to maximise value-based selling



How to master your behaviour and adapt it to others

“

I picked up a lot of very practical techniques that I applied straight away – and with great success. It's a 'yes' from me!

Senior Programme Manager –
International Medical Devices Business

The seeds for success

We help organisations give their people the skills they need to make a big difference to their performance and yours.

If you want to attract the best talent and build a culture that's outcome driven then, you already know, investing in the development of your people is a must. What you may not know is our tailored training and coaching has already informed, aligned and motivated thousands. What we share works in the 'real world' because we are experienced practitioners with more than two decades each of practical delivery expertise.

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Book a workshop