



Communication skills development

Engagement skills prospectus: Seed and succeed

The million-dollar question the world's leading organisations want answered is how to better their people to better their business performance. We help organisations achieve their full potential by training and developing their own people, virtually or face-to-face.

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.



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.

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.

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.

Expertise: You get practical, proven, professionals

Our coaches and workshop facilitators are subject-matter experts and experienced practitioners – they only ever share learnings in the field(s) in which they are trained and experienced. They teach what works in the real world because they've been there – sharing both best and proven practice to develop the capabilities and confidence of others.

Affordability: You get great outcomes at affordable prices

Our one-day workshops, based on ten participants, can be expertly designed and delivered to meet your tailored needs from as little as £200 pp.

Our one-to-one coaching can be expertly designed and delivered to meet your tailored needs from as little as £250 pp per hour.

Facilitator profiles



Chris Carey

Chris helps organisations achieve their full potential by better engaging, aligning, training and developing their own people. An award-winning trainer and engagement expert, Chris is the Founder and Managing Director of Axiom. During more than 25 years at Axiom's helm, he has worked with business leaders from many of the world's multinationals. This work has seen him designing and delivering workshops and development activities for those at every organisational level.

He is much demanded by clients for his high-energy, high-impact and hands-on approach. He is also the author of *How to be a better communicator*.



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Alex Duff

Alex is a storyteller and writer. Employed by internationally-loved household brands for two decades, the stories, scripts and soundbites she's sculpted over the years have been seen and heard on the international stage.

Her first-hand experience of crisis, change and corporate communications makes her well-placed to share her practical learnings and reflections on how to cut through the noise and be heard in an international business environment.



Miles Henson

Miles helps those who need to transform performance, people and culture. An accomplished executive consultant, coach and keynote speaker, Miles works with global businesses and elite sports teams to help them effectively communicate to deliver the outcomes they want.

His work as a coach to the US Olympic Committee sees his performance measured in Gold Medals and he has an outstanding track record in partnering with Alstom and BMW. Having worked cross-company, country and culture, his strength is helping others see why people say and act the way they do. He then shows how modifying communication and behaviour can resonate widely, to produce the desired end result faster and with greater success.



Sheila Hirst

Sheila develops leaders to better communicate and helps create dialogue within their organisations. With 25 years' experience as an employee engagement, leadership communication and change expert, Sheila helps leadership teams understand and use their communication to shape organisational culture and influence colleague engagement.

A qualified executive coach and experienced mentor, facilitator and storytelling expert, Sheila specialises in helping leaders find their authentic voice and use it to best effect.

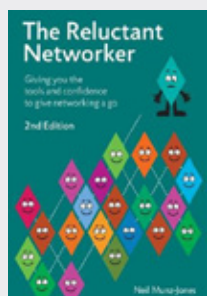
Facilitator profiles



Neil Munz-Jones

Neil helps people to be braver and create the networks they need to get more done. The multi-lingual strategy workshop facilitator, coach, inspirational speaker and author of *The Reluctant Networker* leads our networking workshop.

Neil's pragmatic and much-loved book has been featured in all the best broadsheets and business publications. Neil has been a guest speaker at organisations as diverse as The Institute of Directors, Barclaycard, VW (UK), LexisNexis, The National Audit Office and The Financial Times. In our workshops he shares his passion for the power of networking and offers practical advice for how to make it work if you're, well, just a little reluctant.



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Paul Kinkaid

Paul ensures employers and their employees reach what he calls 'the desired end-state'. The British Army's former Head of Training Development and leader of elite teams as a Lieutenant Colonel, is no stranger to challenging and changing environments.

His trademark calm approach and laser-like focus for achieving desired outcomes, coupled with his experience in the design, delivery and assurance of training programmes makes him much sought after in the business arena. Paul holds a wealth of academic and vocational leadership, training and development credentials, which see him qualified as a Mental Health First Aid Instructor, coach and mentor.



Dr Domna Lazidou

Domna helps leaders design, implement and evaluate communication strategies for change. A communications academic with a PhD from Cranfield Business School, Domna has expertise in intercultural communication effectiveness and is passionate about the relationship between culture and communication practice in organisations.

A skilled facilitator and trainer, Domna has run workshops for some of the world's most diverse organisations, helping them master the challenges involved in communicating internationally, inclusively and impactfully.



Nik Moore

Nik shifts mindsets to deliver meaningful behavioural change irrespective of whether he is working at an individual or company-wide level. As an executive business and life coach, an accomplished corporate film director and a live events producer of major events, Nik understands the process behind what moves people, their perceptions and ultimately their performance.

Blending his unique skillset, Nik opens new channels for behaviour change by shifting people's perceptions, raising awareness of alternative paths and devising a simple, easy and personalised habit-forming plan of action as the final part of the process. His career has seen him working with many leading, large corporations, including the BBC.

Facilitator profiles



Gary Mullins

As one of the top five business coaches in the UK, Gary helps business owners seize opportunities to succeed and grow. The former Chief Executive and Managing Director is no stranger to helping businesses flourish, having grown sales at a successful FTSE250 company by 400%. As a much respected and qualified coach, Gary is highly sought after by organisations of all sizes – from different countries and sectors.



Steve Mullins

As a business coach, Steve understands better than most what it takes to succeed in business. ActionCOACH accredited, he's inspired, motivated and helped hundreds of SME Founders and Directors achieve their business and life goals.

As his practical experience of what it takes to succeed has grown, so too has his passion for sharing his insights - applicable to businesses regardless their size. So, whether you want to improve your management style, increase your decision making, build your team or create a winning mindset – Steve has a proven track record in helping others thrive.

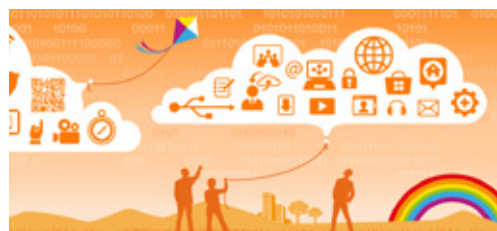


Sarah Williams

With 20 years' experience in strategic sales and marketing within multinational organisations, Sarah now reapplies her knowledge to help business leaders reach their full potential.

Her experience covers a variety of commercial disciplines including sales growth, leadership, wholesale distribution, go-to-market strategy, brand management, marketing, PR and licensing. A qualified business coach, Sarah has seen the positive and often, life-changing, impact her coaching has helped bring to companies of all sizes.

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



How to be a better communicator

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

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How to write with impact

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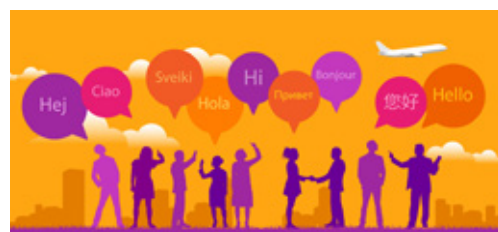
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Communication skills development: Our virtual or face-to-face workshops



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How to improve business performance by getting Straight A's in Interpersonal Excellence

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How to be a better communicator

A day's deep dive or a multi-day masterclass with optional one-to-one post workshop coaching for any people manager. Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

If you want to win hearts and minds, make change stick or turn strategy into action, you need to engage people. That starts by being able to better communicate with them. This is our most popular communications workshop – it helps you become a better communicator.

The difference it makes

You'll be given incredibly powerful tips to help you communicate effectively. You'll leave better equipped to inspire, motivate and engage others, which will lead to better individual and collective results.

The types of things we cover

- Communication planning
- The power of storytelling
- Creating a common sense of direction
- Building dialogue and dealing with tough questions
- Running great meetings
- Giving high impact presentations
- Creating memorable messages
- Communicating in times of change.

About our workshops

Axiom offers a wealth of interactive workshops, which span the critical skills for successfully navigating today's ever-changing business world. The focus is on practical application, so participants leave with the tips, tools and techniques for immediate implementation. What we share works in the 'real world' because we are experienced practitioners with more than two decades practical delivery expertise. To meet our workshop facilitators [click here](#)

Want something included in this workshop that isn't covered?

We give you the flexibility to 'mix and match' content, duration and depth to build a customised workshop that meets your organisation's precise needs.

Our one-day workshops, based on ten participants, can be expertly designed and delivered to meet your tailored needs from as little as £200 pp.



“

'I always knew that effective communication lies at the heart of good business performance, but now I've actually got some tools at my disposal to help me achieve it.'

Senior Leader in a Building Supplies Company

Where do I go from here?

If you like the sound of this or any of our workshops, we'd love to partner with you.

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hello@axiomcommunications.com

Book a workshop

Other workshops →

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

A day's deep dive for anyone who wants to give memorable presentations. Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

So, you need to speak publicly – congratulations. Now all you need to do is say something that connects, holds interest and is remembered! This workshop helps you design truly effective presentations and deliver them in an engaging way. We can work with organisations to design the length and content of this workshop for entry or advanced level. We can also work with presenters on a one-to-one basis to design their content and rehearse them for high profile speaking engagements.

The difference it makes

In businesses throughout the world, millions of presentations are given every week. Sadly, very few are memorable, and fewer still inspire an audience to act. If you want to ensure your presentation isn't one of these, then this workshop is for you. You'll leave brimming with ideas to ensure your

presentation stands out from the crowd, the confidence-boosting techniques you need to present impactfully, and the tips for getting people talking and acting long after you've presented.

The types of things we cover

- Choosing your delivery method – life beyond PowerPoint!
- Structuring your presentation for maximum effect
- The power of metaphor, visual aids and storytelling
- Tips and techniques for getting your audience 'on-side'
- Building interactivity
- Body language and handling nerves
- Handling difficult questions and situations.

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“

I've been on a lot of presentation skills workshops so thought I knew everything there was to know. I was surprised and delighted to pick up some new and powerful techniques, such as time stamping.

VP in Medical Sales

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Book a workshop

Other workshops →

How to write with impact

A day's deep dive for anyone who needs to communicate in writing and wants to make the task easier and more successful. Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

The written word is more important than it has ever been but cutting through all today's noise means making every word count. This workshop helps you write clear, crisp and compelling copy that connects.

The difference it makes

You'll learn to craft impactful written communications. Copy that connects improves the chances of your words being read, understood and acted upon.

The types of things we cover

- Your audience and their needs
- Getting your message across – structure and simplicity
- Grabbing attention and keeping it
- Commonly misused words
- Overcoming writers block
- Writing on behalf of others
- Editing others' work
- Proofing your prose for professionalism.

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..... “
This workshop is packed full of memorable tips and tricks of the trade. Alex really knows her stuff, brings it to life and is inspiring to work with.

Crew leader in the Aviation Sector
 talking about our facilitator, **Alex Duff**

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Book a workshop

Other workshops →

How to get the most from your social media

A day's deep dive for business professionals engaging in social media.
Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

There are multiple social media channels, all constantly evolving, with each containing masses of content. But there's only so much time in the day and it is hard to know how to use your social media to best effect in business today. This workshop helps you understand what great looks like. We can work with organisations to develop social media guidelines or share existing guidelines, so your employees understand the organisational parameters for engagement.

The difference it makes

You'll leave with greater social media awareness. You'll understand the benefits being gained by those using social media effectively and will be able to apply them yourself with greater confidence. You'll be able to assess your current

brand presence and understand how to make it thrive and grow. You'll also better understand the risks and pitfalls of using social media and learn how to avoid some very real dangers.

The types of things we cover

- The history, current usage and best practice for social media's top tools
- Real life case studies - successful and unsuccessful engagement
- Your target audience and researching the competition
- Great content and posting frequency
- Creating and protecting your personal brand
- The trends, new features and what's on the horizon for social media.

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“
‘Quite frankly, using Social Media in a work setting simply scared me. The workshop calmed my fears, demystified the jargon and increased my confidence in using the tools. I've now made it an integral part of running a virtual quarterly conference I'm responsible for – and it has made a big difference to engagement.’

Global VP in a Global Pharmaceutical Company

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Book a workshop

Other workshops →

How to harness the power of your network

A day's deep dive for those who want to get the most from networking and their network. Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

Everyone knows that networking can be tremendously powerful, but how you go about creating a network and successfully harnessing it is less straightforward. This workshop benefits anyone looking for practical tools, tips and techniques; it's particularly helpful for 'reluctant' networkers.

The difference it makes

You'll enhance your reputation as someone who makes things happen. You'll bring focus to your networking to build a valuable network. You'll have greater networking confidence and will use it to advance the career and business goals of yourself and others.

The types of things we cover

- The myths and realities of networking
- The principles of effective networking
- Overcoming the reluctance of reaching out
- Achieving balance between giving and receiving
- Mapping your current network, its potential and bridging the gap
- Tools and techniques for raising your game.

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“
Neil is a sure-fire hit for training on networking. His 'Reluctant Networker' session was excellent and the feedback from the audience uniformly warm.

Director at a Recruitment Consultancy
 talking about our facilitator, **Neil Munz-Jones**

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Book a workshop

Other workshops →

How to build rapport for great working relationships

Two-hour skill builder for leaders at all levels.
Delivered face-to-face, or virtually.

At a glance

To build a great working relationship you must first build great rapport. But we're all wired differently, so what works when building rapport with one person, may not be effective with another. This session explores the fundamentals of how to successfully build rapport with anyone and enhance your working relationships.

The difference it makes

You'll be able to identify your own learning and communication style as well as that of others. You'll learn how to flex your approach to adapt to the different styles of others and will be able to employ helpful techniques, such as matching, mirroring and pacing.

About our workshops

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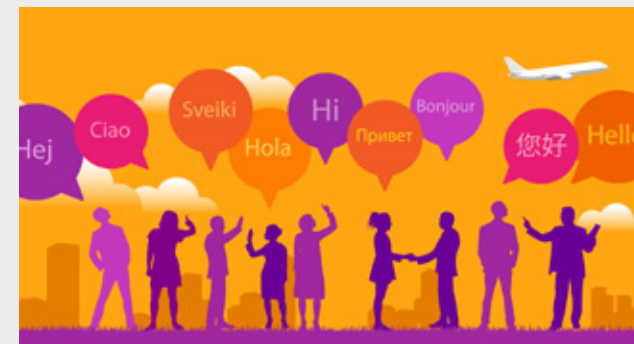
The types of things we cover

- Rapport building and why it matters
- Visual-Auditory-Kinaesthetic (VAK) learning styles
- Communications preferences
- Identifying the styles, preferences, motivations and attitudes of yourself and others
- Rapport building techniques like matching, mirroring and pacing.

Want something included in this workshop that isn't covered?

We give you the flexibility to 'mix and match' content, duration and depth to build a customised workshop that meets your organisation's precise needs.

Our two-hour skill builder sessions, based on ten participants, can be expertly designed and delivered to meet your tailored needs from as little as £100 pp.



“

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

Other workshops →

How to tell powerful business stories

A half-day's honing for leaders at all levels. Delivered face-to-face, or in shorter sessions if delivered virtually.

At a glance

We've been telling stories for millennia. We love a good story. It's why we continue to tell them day-in and day-out. Storytelling is a powerful way to share business ideas, plans and strategies. The trick is to tell a compelling story, using language that makes sense to your audience and that can be re-told consistently. This workshop helps you harness the power of business storytelling to deliver the impact you want.

The difference it makes

You'll have an improved ability to communicate effectively and will understand the key concepts required to develop and deliver a powerful story.

The types of things we cover

- The power of metaphor
- Storytelling techniques
- The elements of a good story
- Telling, selling and being the story.

About our workshops

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Our half-day honing sessions, based on ten participants, can be expertly designed and delivered to meet your tailored needs from as little as £200 pp.



“

I had no idea that Hollywood storytelling techniques could be applied to such great effect in business. This is a great workshop where participants leave with a happy ending.

Project Manager in a Global Pharmaceutical Company

Where do I go from here?

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Book a workshop

Other workshops →

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

A day's deep dive for anyone organising a large event or conference. Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

We know in today's pressured business environment, organisations simply can't afford to invest the time, effort or resource needed to convene colleagues for a 'jolly' or death by PowerPoint. We've delivered hundreds of events and conferences (from five to five-thousand people) and in this workshop we share our learnings and best practice to enable you to design a meaningful, high-impact and relevant conference that plays to the strengths of your leadership team and meets the needs of your participants.

The difference it makes

At this very moment, there are thousands of company conferences taking place churning out bullet-point after boring bullet-point. Their audience will never take ownership or action because they've already disengaged. This workshop enables you to avoid this scenario by starting with the question: 'What do you want people doing differently as a

result of your event?' This workshop gives you everything you need to design and deliver an engaging conference and maximise your return on your investment.

The types of things we cover

- Identifying your audience and the outcomes you want them to leave with
- Identifying the strengths of your speakers/leaders and playing to them
- Designing meaningful, high-impact and relevant agendas and content
- Developing and rehearsing speakers and facilitators
- Creating meaningful interactivity and the benefits of real-time audience participation
- Conducting pre- and post-research to prove tangible outcomes and return on investment
- The tools for enabling post-event implementation and message cascading.

About our workshops

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“

The style of coaching and enthusiasm of the people involved really helped the subject matter hit home. We have no excuse for not making a really positive impact with our conference now!

Director of a UK Transport Business

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Book a workshop

Other workshops →

How to handle difficult questions

Two-hour skill builder for leaders and managers.
Delivered face-to-face, or virtually.

At a glance

Many leaders are scared at the thought of being confronted with a difficult question. The fear of being caught out can curtail communication and negatively impact leadership effectiveness. Whether you are speaking to investors, journalists, colleagues or customers this workshop is designed to help you to embrace questions and handle even the most difficult.

The difference it makes

You'll gain greater levels of confidence when dealing with 'killer' questions.

The types of things we cover

- Projective listening
- Building rapport
- Mirroring language and body language
- Staying on messages
- Pacing, leading and bridging
- Acting with authenticity and integrity
- Ending on a positive note.

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“

I used to keep a low profile following major announcements. Now I'm far happier to 'grasp the nettle' and no longer fear being visible or tackling tricky topics head on.

Director in an Energy Sector Business

Where do I go from here?

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Book a workshop

Other workshops →

How to have difficult conversations

Two-hour skill builder for leaders and managers.
Delivered face-to-face, or virtually.

At a glance

Nobody enjoys a difficult conversation but in business sometimes these conversations are necessary. The trick is having everything you need to conduct them in a smooth and professional manner. This practical straight-talking session is a must for any leader.

The difference it makes

Using real-world scenarios you will learn to recognise and take responsibility for your leadership role and the need for that to include having difficult conversations. You will understand how to plan, deliver and prepare for the outcome of your difficult conversation. You will get the opportunity to rehearse in a safe environment and hone your emotional intelligence skills.

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The types of things we cover

- Working with your real-world conversations and messages
- Planning for success
- Understanding and empathising with your audience
- Delivering quality communication every time
- Keeping your communication on track
- Preparing for what comes after your difficult conversation.

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..... “
No one looks forward to having difficult conversations but I now feel much better equipped to do so. I left this workshop with useful tactics for avoiding, what I now understand to be, common pitfalls.

Department Head in Local Government

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Book a workshop

Other workshops →

How to manage and communicate change

A masterclass for anyone managing people through change. Delivered over two-days face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

There are three certainties in life: death, taxes and change! While change in business is vital, its constancy doesn't make it any easier. There are, however, proven methods for giving you the confidence and capabilities needed to manage and help your people through sustained step-change.

The difference it makes

Why do people deal with change differently and how do you adapt your management style to help everyone successfully through? You'll leave this workshop equipped to understand and ready to better implement change.

The types of things we cover

- The why, what, where, when and how of change
- Reactions to change – understanding what to expect and why
- The change curve and techniques for getting people through it
- Communication, communication, communication – its critical importance in successful change.

About our workshops

Axiom offers a wealth of interactive workshops, which span the critical skills for successfully navigating today's ever-changing business world. The focus is on practical application, so participants leave with the tips, tools and techniques for immediate implementation. What we share works in the 'real world' because we are experienced practitioners with more than two decades practical delivery expertise. To meet our workshop facilitators [click here](#)

Want something included in this workshop that isn't covered?

We give you the flexibility to 'mix and match' content, duration and depth to build a customised workshop that meets your organisation's precise needs.

This multi-day masterclass programme, based on ten participants, can be expertly designed and delivered to meet your tailored needs from as little as £400 pp.



“

The best thing about this event was understanding how to take your people with you by using different techniques. Incredible stuff!

Manager in a UK Retail Company

Where do I go from here?

If you like the sound of this or any of our workshops, we'd love to partner with you.

Call or email us now:

+44 (0) 33 3088 3088

hello@axiomcommunications.com

Book a workshop

Other workshops →

How to create an inclusive 'Speak Up' culture by harnessing Psychological Safety

A tailored series of activities, including highly interactive outcome focused workshops for senior leaders and their direct reports. Delivered face-to-face or virtually, this in-depth programme is a must for every leader who wants to create a more inclusive environment in which their people can genuinely speak up without fear of consequence, to more effectively deliver organisational goals.

At a glance

While the term may be relatively new in business, Psychological Safety as a concept is something Axiom has understood and been helping leaders create and curate in their teams for many years. Psychological Safety is the keystone to employee engagement, empowerment, and entrepreneurial spirit. This workshop goes significantly beyond sharing the theory of 'what and why' to offer practical tips, tools, and techniques in terms of 'how'.

The difference it makes

You will learn how to create and sustain a working environment where those you lead and interact with feel safe enough to speak up and contribute their insights and ideas to help you: enhance inclusion, create high-performing teams, make better informed decisions and drive-up

engagement. So, if you want to reap the benefits these things provide, mastery of Psychological Safety is a leadership must.

The types of things we cover

- What Psychological Safety is and how it plays out in the workplace
- The difference that enhanced Psychological Safety delivers for leaders, their people, and organisational performance
- How senior leaders can create, improve, and sustain Psychological Safety to secure a Speak Up culture, on a daily basis
- The steps line managers and frontline colleagues can take to help ensure their voices are heard, their ideas celebrated and where appropriate acted upon
- Real life scenarios to put your new found knowledge to the test... in a safe environment.

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“

I've been hugely impressed by the influence that Axiom have had in driving up the levels of trust and psychological safety that has resulted in significantly richer and more open dialog within the team, leading to higher levels of engagement and ownership.

Chief of Staff, Global IT Function

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How to present brilliantly online

Two-hour skill builder for presenters at all levels. Delivered virtually.

At a glance

The increase in remote working and the reduction in business travel mean that many of us spend much of our day on Zoom calls and in MS Teams meetings. So how do you get your presentations to stand out from the crowd and make a big impact when everything looks the same on the small screen? This workshop provides the answer and can be run for teams, or groups of presenters about to speak at an online event. We can also extend the workshop to partner with presenters on a one-to-one basis to help shape their content and rehearse them for high profile speaking engagements.

The difference it makes

Participants will leave the workshop inspired to take the best practices from the 'old world', together with new tips, tricks and techniques for the digital age, to deliver brilliantly online.

Your new found confidence will make your presentations leap off the screen straight in to the hearts and minds of your audience, getting them to sit on the edge of their chairs... the front edge, ready to take action – based on what you've told them.

The types of things we cover

- Clarifying the purpose of your presentation
- Structuring your presentation for maximum effect
- Tips and techniques for prioritising your content
- Using your camera to best effect
- Online body language
- Driving up interactivity
- Tech to harness, beyond Zoom and MS Teams.

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“
I learnt so many easily implementable ways to help me present and engage better online – all brought to life for real, in an online workshop of course.

High Potential Programme participant
Global Portfolio Business

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How to improve business performance by getting Straight A's in Interpersonal Excellence

A masterclass for everyone. This one day programme also includes optional one-to-one confidential feedback and coaching. Delivered face-to-face, or in a series of shorter sessions if delivered virtually.

At a glance

The ability to build and nurture mutually successful relationships with those around you is key to success in all walks of life. If only there was a formula for developing interpersonal excellence... Well we think there is and it involves getting three straight A's, in self-awareness, astuteness and agility. And the good news is making the grade is something we can all achieve. Using the well-respected profiling tool, DISC, to provide a framework and a common language this workshop will help you unlock the potential of every interaction you have with people who are like you – and those who are not.

The difference it makes

You'll gain a greater understanding of yourself and be able to pinpoint why you work well with some people, while with others you don't. This course will challenge you to think about how you might need to adapt your own working style and develop approaches to help you work successfully

with everyone around you. This practical outcome-oriented workshop, goes way beyond just getting a report that tells you what your partner in life already knows. It gives you the tools and techniques to apply that knowledge and get the best possible results from the relationships you are focussing on.

The types of things we cover

- Understanding the DISC profiling tool and how to apply it
- Enhancing your self-awareness, what works for you, what doesn't and why
- Increasing your ability to 'read' others, what works for them, what doesn't and why
- Strategies to create win / win outcomes with your boss, your colleagues, customers and stakeholders, even with family members at home
- Highly recommended private and confidential coaching to help you get the most from the programme.

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“

I had a critical stakeholder at work that tested my patience beyond belief. Every time we met, I'd walk away hugely disappointed and inwardly angry. Then I'd spend hours afterwards reflecting on those meetings only to become yet more frustrated. DISC genuinely surprised me. It helped me understand why I found that relationship so difficult. I changed my approach and it positively transformed our relationship.

Regional Manager in a Retail Bank

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