



IN THE SPOTLIGHT

Open Course with Dramatic Resources

"If you want to recognize me for anything, don't give me a salary rise, don't promote me - just send me on more training with Dramatic Resources."

Participant from UBS

Overview

Familiar statistics tell us that a startling 93% of the impact of our communication is not to do with *what* we say, but *how* we say it. This one-day open course explores the impact we have when we are 'in the spotlight'. It offers the opportunity to rehearse new behaviours for more effective communication in large meetings, when pitching for business and when giving presentations.

Dramatic Resources draws directly on the techniques used by actors and directors in rehearsal and live performance, yet the work is firmly rooted in a business context. The focus is on the human skills needed to engage and inspire an audience, not on how to use flipcharts or PowerPoint. The experience is sometimes challenging and as a result is deeply memorable. It can also be great fun.

Course Content

- Being in the present and harnessing energy
- Coping with nerves
- Effective use of voice
- Physical presence and the non-verbal
- Storytelling techniques and creative structures
- Connecting with the audience, reading the room and positive transfer
- Techniques for rehearsal and improvisation

Outcomes for Participants

The overall aim of this course is for participants to increase their confidence & impact when communicating to an audience. In particular, they will be better able to:

- Deliver a message that is clear and memorable
- Speak so that the audience want to listen
- Use body and voice for maximum effectiveness
- Engage audiences with imagery and narrative
- Move away from the script and deal with questions confidently
- Enjoy being 'In the Spotlight'!



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“This is the first time that I have had the opportunity to practice communication skills and “tips” in such a concrete and practical way. It was more than excellent - it was outstanding. We covered very practical and applicable techniques that I know will enhance my business impact.”

Participant from IMD Business School

About Dramatic Resources

Dramatic Resources contributes to leadership programmes for a range of global corporations including Accenture, Adecco, Cisco, Deloitte, Nestle, UBS, Unilever, Veolia, Visa and Volvo, amongst others. The directors and team are also regular contributors at leading business schools including IMD Lausanne, INSEAD Paris, ESMT Berlin, Harvard, Kellogg and London Business Schools.

Our Approach

Dramatic Resources specialises in highly practical communication-skills training for business that draws on techniques from the theatre. The work uses a combination of demonstration, practical exercises, work in pairs and individual feedback. Much of it is responsive to the needs of the individual participants and a hallmark is the use of an iterative rehearsal process to bring about behavioural change. For most participants it is this process of experimentation and feedback that has the greatest impact and makes the work challenging, memorable and effective.

Location and Fee

The course is delivered in small groups (maximum 12 participants, no more than 6 participants per trainer) and takes place at a venue in central London. The fee includes lunch and refreshments throughout the day. Places include access to DR's web portal of notes & reminders.

Course places cost £480 + VAT

“Quite simply the best personal development event that I have attended. What can you expect? Lots of astute feedback, fun, and real insight ... At the end of the day it is all about you, your development, and your appetite for change. It provides a real chance to take some risks and push the boundaries in an environment of unconditional feedback.”

Head of Account Services, Lloyds Banking Group