

Improving Your Impact: Communication Skills in Private Capital

Course Agenda



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08:45	Registration and Breakfast
09:00	Introduction Mark Freer, Course Director
09.15	Improving your Human Skills Mark Freer, Course Director • Essence of your role • Why impact and communication skills matter in deal-making
10.30	Break
10.45	Adapting Communication Styles for Different Audiences Mark Freer, Course Director • Meeting management teams • Techniques to improve your interactions • Handling difficult topics • Case study
13.00	Lunch
14.00	Navigating Critical Meetings Mark Freer, Course Director • Investment Committee • What is its purpose? • How should you approach it? • Building credibility with senior stakeholders
15.00	Break
15.15	Pitching and Presenting with Impact Mark Freer, Course Director • Investment committee/Advisory committee - delivering with confidence • Case study
17.15	Some Reflections and Setting Personal Goals Mark Freer, Course Director • Lessons learnt

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17:30	Course ends
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