



THE SKILLS FARM™  
growing you

# LEAD OUT LOUD

**The latest leadership skills and techniques,  
built into a game-changing six month  
development programme for senior leaders.**

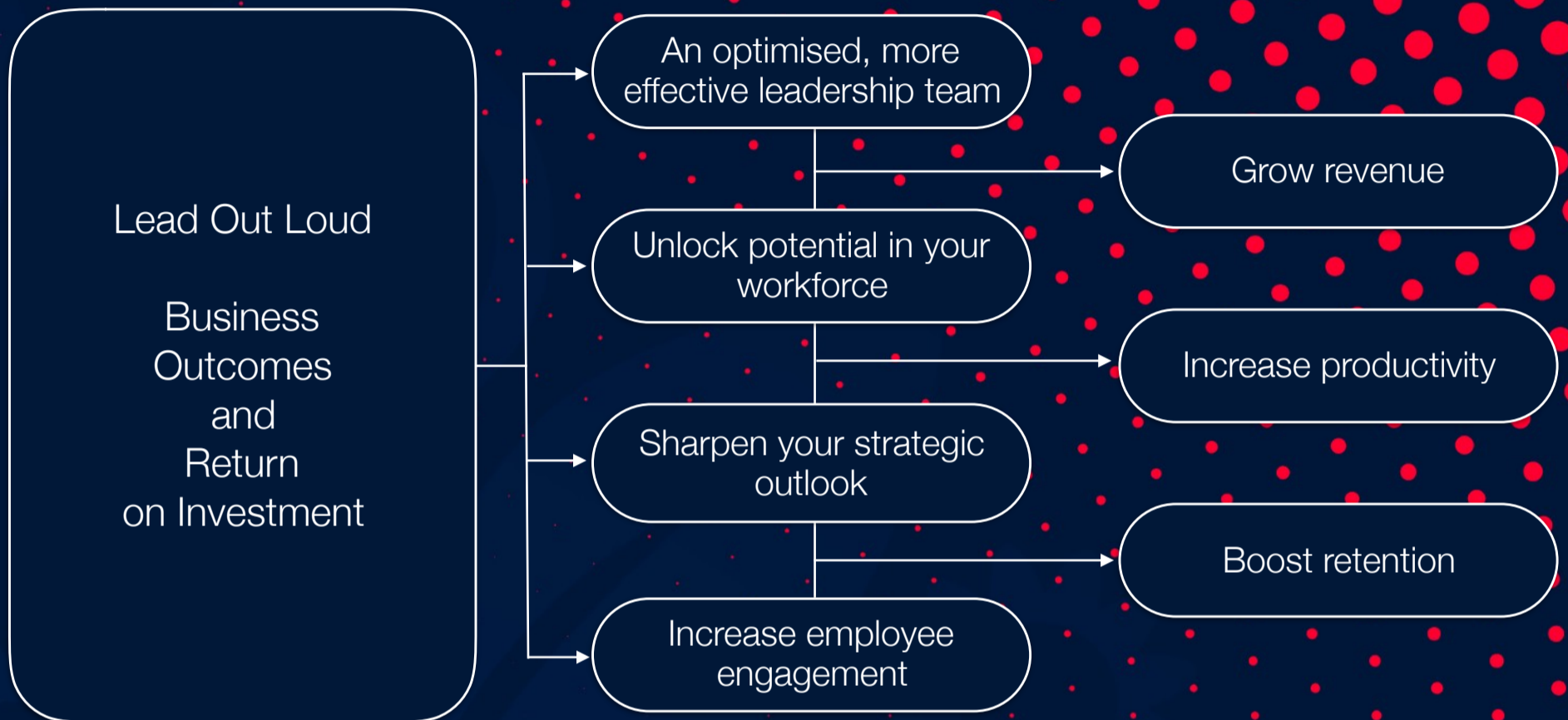
*“The art of communication is the  
language of leadership.”*

- James Humes

**This is your invitation to become a strategic and influential leader...**



# What are the business benefits of this programme?



## What have previous participants said?

I learned the necessary skills to free up my time which meant I could start working *on* my team not *in* my team. I am no longer feeling bogged down with day to day people issues and now I am free to help the company move forward.

- S Fernandez

This programme is excellent. It provided me with techniques and skills to improve how I lead my people through constant change. It has given me the toolkit I now use to be able to consistently exceed expectations. This wasn't easy, but well worth it.

- W Pritchard

Scott is incredibly knowledgeable and has helped optimise us as a leadership team. This programme has enabled us to break down our siloed thinking and think and act as one team which means we can work on our company goals as well as our department goals.

- L Finch





## What are the learning objectives?



## Why partner with The Skills Farm?

We have been designing and delivering innovative sales and leadership skills training programmes for over 15 years.

Scott and Jamie have both graduated from The Master Trainer Institute in Geneva.

Since 2003 we've have been developing programmes for sales professionals, consultants and leaders at market leading companies including IBM, Apple and Deloitte.

We've delivered leadership skills training to over 6000 professionals, in 25 countries.

Known for being the go-to provider for the most up-to-date sales skills and leadership skills programmes, we up-skill sales staff to increase revenue and we grow leadership capability to consistently drive performance.

Our current clients include American Express, Deloitte, Google, Leica Geosystems, Apple and ERM.



# Lead Out Loud programme overview



## Pricing

Pricing Breakdown					One-off costs	
Day Rate per 6 Participants	Workshop delivery days	Participant booklets	Post-course field guide	<b>Total</b>	Programme tailoring day	<b>Total</b>
£1650	12	£90	£90	<b>£19,980</b>	1	<b>£1,650</b>

• additional participants charged at £275 per participant per day  
 • pricing does not include travel time, accommodation and expenses

• full breakdown of fees and T&Cs available on our website  
 • all prices exclude VAT





# Programme modules

Module 1	<p>Pre-course learning</p> <p>1 hour</p>	<ul style="list-style-type: none"> <li>• Leading in the 21st century</li> <li>• Thinking preferences self-analysis</li> </ul>
Module 2	<p>Understanding Yourself and Your Impact</p> <p>2 days</p>	<ul style="list-style-type: none"> <li>• Understand your leadership strengths and weaknesses</li> <li>• Optimise how you think as one team</li> <li>• Examine how you impact your team's culture</li> </ul>
Module 3	<p>Leading High-Performing Teams</p> <p>2 days</p>	<ul style="list-style-type: none"> <li>• Manage your goals and priorities</li> <li>• Solve the problems that eat into your time</li> <li>• Create high-performing teams</li> <li>• Lead, delegate and motivate your team</li> </ul>
Module 4	<p>Cohesive Leadership Team</p> <p>2 days</p>	<ul style="list-style-type: none"> <li>• Explore what makes a healthy leadership team</li> <li>• Build deep trust across your leadership team</li> <li>• Engage in healthy conflict</li> <li>• Measure your success as a team</li> </ul>
Module 5	<p>Strategic Leadership Skills</p> <p>2 days</p>	<ul style="list-style-type: none"> <li>• Learn what it takes to be a strategic leader</li> <li>• Develop strategic goals for your teams</li> <li>• Inspire others to buy-in to your strategy</li> <li>• Influence others to execute your strategy</li> </ul>
Module 6	<p>Leading Through Change</p> <p>2 days</p>	<ul style="list-style-type: none"> <li>• Explore how change can impact performance</li> <li>• Understand the psychology of change on your teams</li> <li>• Create employee commitment to new goals</li> <li>• Handle resistance to change</li> </ul>
Module 7	<p>Emotionally Intelligent Leadership</p> <p>2 days</p>	<ul style="list-style-type: none"> <li>• Develop your emotional intelligence</li> <li>• Deliver difficult messages with confidence</li> <li>• Handle disagreement and confrontation</li> <li>• Manage unreasonable or overly-emotional team members</li> </ul>



THE SKILLS FARM™  
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A highly practical leadership communication skills programme delivered by an experienced leadership skills trainer, over twelve intensive days with self-analysis and pre-workshop learning.

Grow revenue, increase productivity, problem-solve, and boost retention.

## LEAD OUT LOUD

A game-changing leadership communication skills development programme for senior leaders.

Delivered at a location and time that is convenient to your business needs.

Learn from the award-winning leadership skills trainers from IBM, Google, Apple, ERM, Deloitte and American Express.

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