



THE SKILLS FARM™
growing you

THE GRADUATE GAME-CHANGER PROGRAMME

A powerful skills practice development programme for graduates moving into business roles.

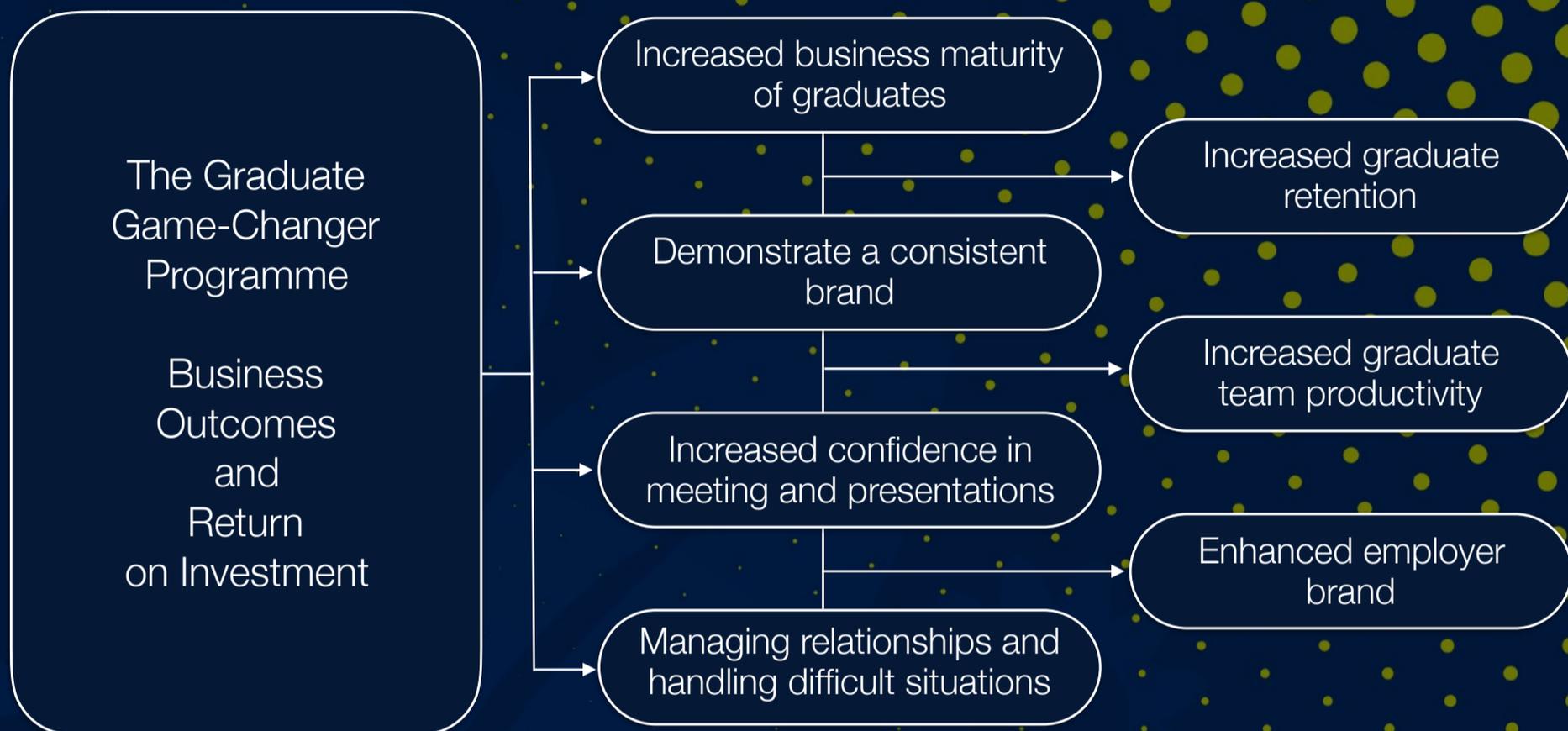
“Your brand is in the hands of others. You can’t dictate what others think, say or feel about it, but you can make damn sure you influence it.”

- Simon Sinek

This is your invitation to up your game as a business professional...



What are the business benefits of this programme?



What have previous graduates said?

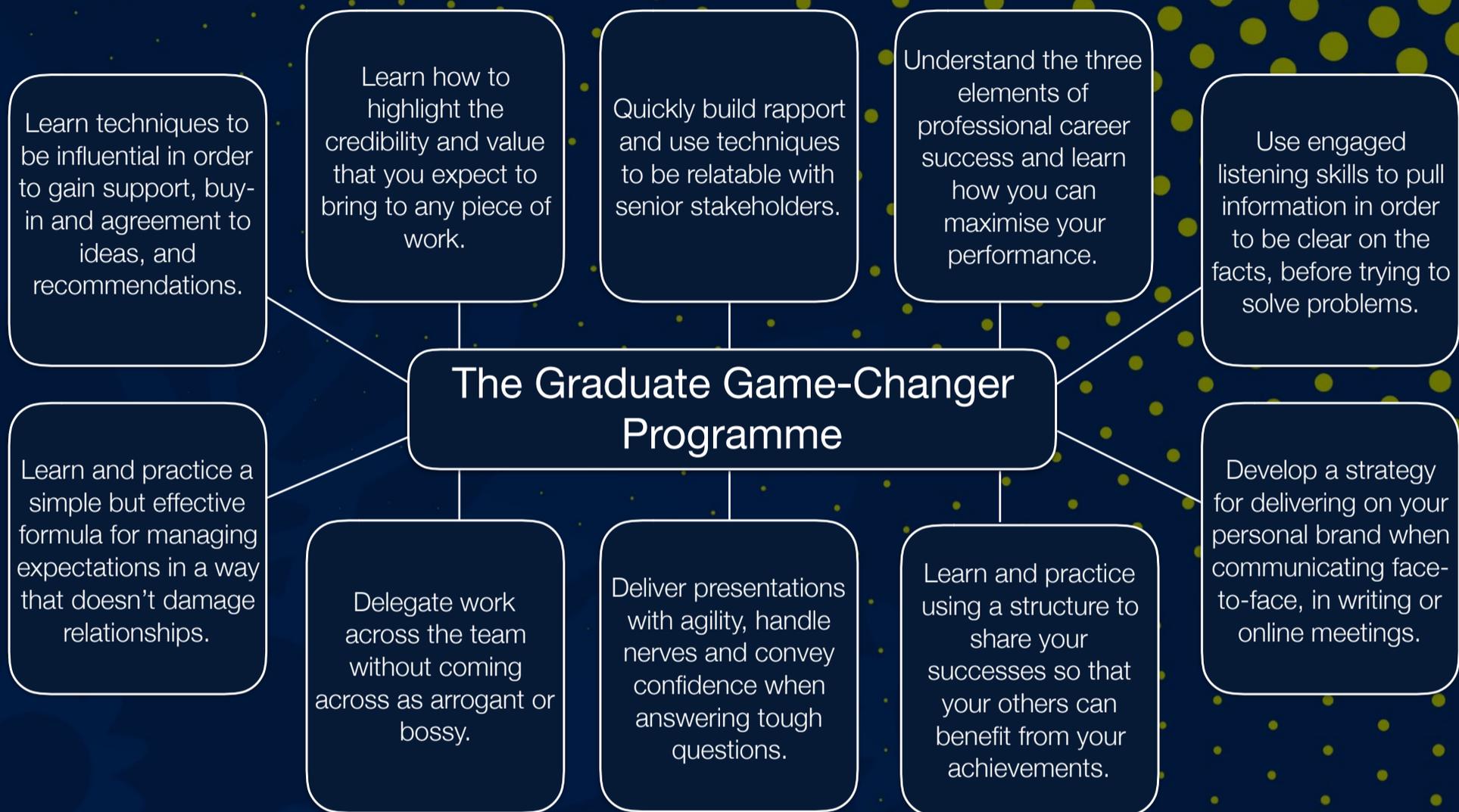
Fearless Feedback: Directly impactful to my professional life and the examples used were great. Action Plans: Getting tangible outcomes and self-reflection was very useful. I now I understand myself more and the impact I have on others and the business too
- J Mepham

Having learned where to put my energy when building business relationships will make all the difference to me. Knowing who and how to influence will really help me get my ideas off the ground.
- P Farrell

Really engaging trainers made all the difference. Helping turn a somewhat dry subject into an extremely engaging and thought provoking session. I can't wait to try out the techniques that they taught us
- D Wyndham



What are the learning objectives?



Why partner with The Skills Farm?

Scott & Jamie have been designing and delivering sales and leadership skills training programmes for over 15 years.

We both graduated from The Master Trainer Institute in Geneva.

We purposefully keep our class sizes small, usually 6 participants per trainer, which allows us to make every workshop highly practical. Everyone gets to practice every skill we teach and receive quality, individual feedback.

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

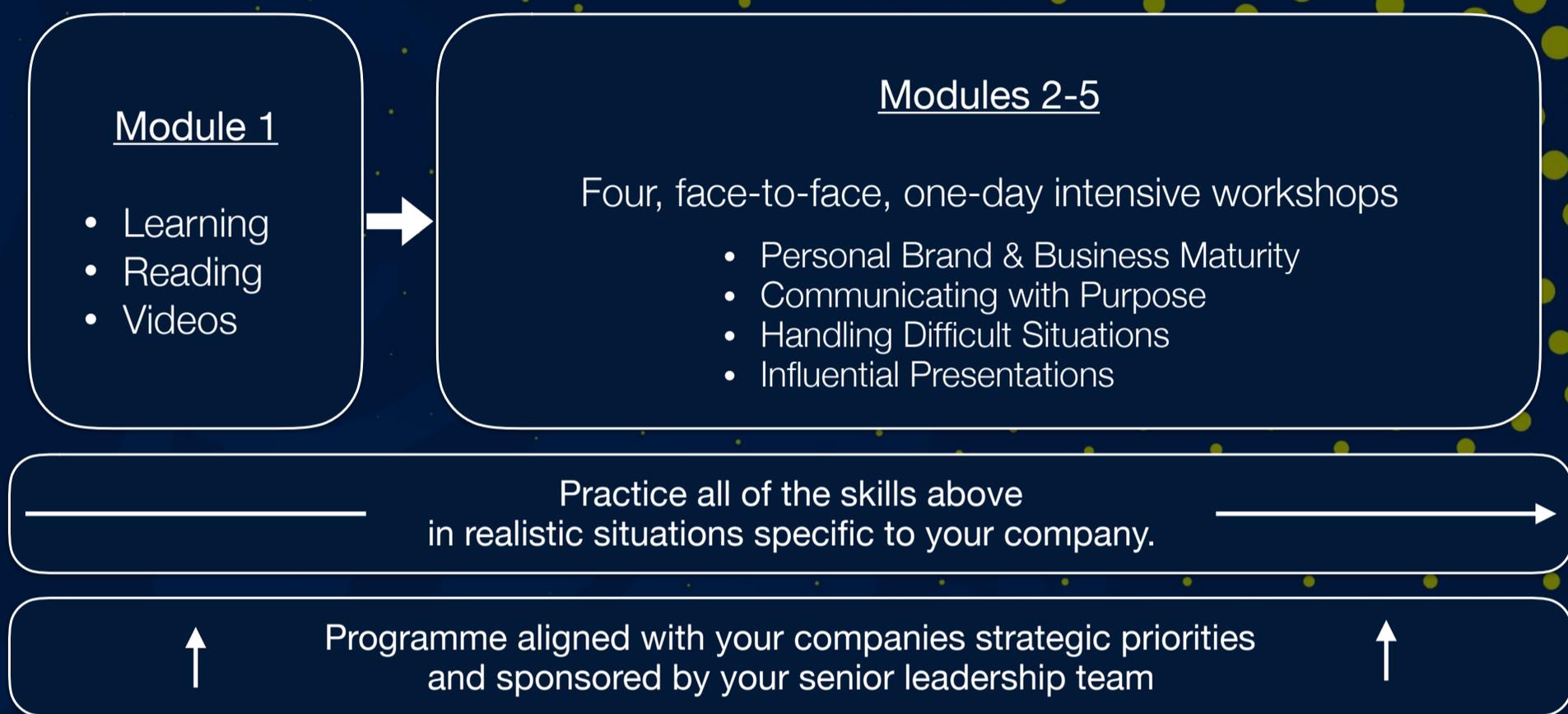
We've delivered leadership skills training to over 6000 professionals, in 25 countries.

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

- Scott & Jamie



The Graduate Game-Changer Programme Overview



Pricing

Pricing Breakdown					One-off costs	
Day rate per 20 Participants	Workshop delivery days	Role play actors	Participant booklets total	Total	Programme tailoring day	Total
£1650	4	£1500	£300	£8,400	1	£1650

• 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



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Programme modules

The Case Study

Throughout the programme the graduates will put into practice what they learn in a simulated case-study realistic to your organisation. They'll also learn how to give and receive powerful feedback so that they can continually grow themselves and develop other talented individuals around the organisation.

Module 1

Pre-course learning
2 hours

- 10 Tips For Developing A Strong Personal Brand
- How to step up, speak up and stand out

Module 2

Personal Brand &
Business Maturity

1 day

- Fearless Feedback
- The VIP Model
- Establishing Your Credibility & Value
- Building Rapport & Relationships

Module 3

Communicating with Purpose

1 Day

- Pull before Push
- Engaged Listening
- Developing TRUSTED Behaviours
- Case Study 1 - Meeting 1 & Feedback

Module 4

Handling Difficult Situations

1 Day

- Managing Expectations
- The Saying No Formula
- Handling Disagreement
- Case Study 2 - Meeting 2 & Feedback

Module 5

Influential Presentations

1 Day

- The Persuasion Equation
- Presentation Structure & Presentation
- Handling Difficult Questions
- Case Study 3 - Proposal Presentation & Feedback



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A high impact graduate development programme delivered over four days. Each module is packed with communication and leadership tools & techniques that are essential for thriving in a fast moving, high pressure organisation.

Maintain a personal brand, develop business maturity, handle difficult situations and think on your feet.

THE GRADUATE GAME-CHANGER PROGRAMME

A game-changing series of workshops designed to prepare your graduates for leading roles.

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

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

jamieandscott@theskillsfarm.co.uk
www.theskillsfarm.co.uk
www.linkedin.com/in/theskillsfarm