

Executive Comms Masterclass

WITH JACQUIE MOLLOY

a powerful professional development event for 3-10 of your best execs

because excellent communications is the essential platform for leadership

In the Executive Comms Masterclass your execs have access to me and my intel & perspectives & insights – based on 20+ years in the Exec Suite and Boardrooms – to receive upgraded information as well as coaching, strategy and my trademark ‘fixes’ for the situations and issues they are facing right now.

I use, and *sharpen*, my communications skills and expertise all the time to provide expert support and counsel to my CEO and Sen Exec clients. And if you know my background as the McKinsey comms guru, competitive proposal sharpshooter, specialist writer and stage actor, then you’ll know my credibility (and reputation) in this arena is rock solid.

The Masterclass is a chance for your execs to take stock and identify the skills that now need a few critical ‘tweaks’ to get more velocity, more traction. And this is going to give them what they need to position themselves for improved performance, greater responsibilities and the next level.

Perhaps most powerful of all, they hear from each other and learn more about how their peers and colleagues ‘see’ the world around them and where their barriers and sticking points are.

A taste of the information I share and conversations we will have

- Managing up, down and sideways (and in a way that others like to model – a key element of all highly effective leadership teams) and how to tackle confronting conversations.
- The right questions to get the information you need and to create shared understanding.
- The invisible dynamics that influence your ‘success and failure’, like how you think on your feet, show up in meetings, when to shut up and listen and when to hold your authority (incl when and how to interrupt and how to handle interruptions).
- Pitches & proposals and the learning that can be extrapolated to any scenario where you need to pitch or recommend action or strategy. (This is a super skill I developed and was known for at McKinsey when I ran the ‘war room’ and wrote the competitive proposals.)
- Stakeholder/steering committee/board analyses and how to use them through to the actual presentation or conversation.
- 1 pagers: why we still use them as one of the best management and coaching tools and their best practice.
- Managing state & managing energy – staying in the game, creating focus and engagement, and ensuring personal and collective productivity, especially when you are ‘under the pump’.

"I can tell you that not one day has gone past that I have not reflected on the Exec Comms Masterclass. I got a lot out of the day and keep embedding the learning by reflecting on and working those key communication pillars."

– General Manager, Telstra