

communicating with impact & gravitas: The Pyramid Principle

SKILLSHOT™ clinics



Do you struggle to order your thoughts into a cohesive and logical idea, argument or solution?

Are there times when you struggle to communicate with clarity, authority and impact?

"It is not necessary to say all that we know, but it is always necessary to know what we say." Anon

Communication is key in influencing others. How we say what we say is just as important as the content of the message; yet most of us don't pay sufficient attention to the way we communicate. The Pyramid Principle will help you add effective structure to your communication. The result? You will deliver clear concise messages, which are grasped quickly, and result in action.

In 2 hours, you will:

- Understand The Pyramid Principle
- Learn how to use The Pyramid Principle to help you **communicate effectively**, whether **verbally** or **in writing**
- Learn how to make life **easier** for the listener or reader by focusing on **key points** and backing up with **supporting rationale**
- **Practise** using The Pyramid Principle in a '**safe**' environment
- Identify opportunities to use The Pyramid Principle to **enhance your effectiveness** at work.

SKILLSHOT™ approach

Our skillshot™ clinics are intensive, high energy, interactive, short-duration workshops.

We balance theory, to provide context, with practical application to promote impact.

You will be involved in a variety of work-related practical exercises, activities and role-plays, designed to build knowledge of the relevant principles and improve self-awareness.

Feedback will be given on your performance during each of the activities, focusing on both your strengths and improvement needs.

At the end of each clinic you will be asked to identify and commit to specific actions to apply in the work place.

Other SKILLSHOT™ clinics

Meeting facilitation skills

Maximising the effectiveness, efficiency and output of meetings

Assertiveness & conflict resolution

Learning how to control our behaviour in the face of adversity, enhance our assertiveness and turn disagreement into resolution

Managing change

Understanding change, our natural reaction to it, and how to control our, and others', progress along the change curve

Time management & mindfulness

Maximising our productivity through effective management of our priorities, thoughts, attention, focus and energy

Influencing upwards

Developing the ability to influence those more senior than ourselves with conviction, impact and clarity

What next?

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