

VANDERLANDE

Enabling clear communication in multi-million-dollar, multi-year projects



SNAPSHOT

Present to Influence Premier

Two-day, in-person training with 1:1 coaching throughout



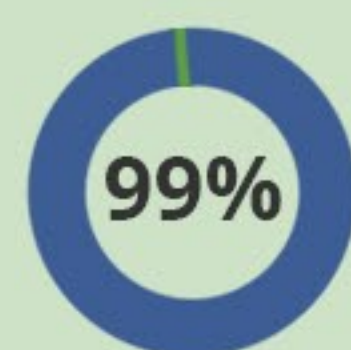
100+ employees across all levels and functions



Held in Singapore and China, with participants from APAC and EMEA



Multi-year, ongoing engagement



99% Would recommend to colleagues

TESTIMONIALS

"People working in an international company will **definitely benefit** from this training."



DONEY XU

Managing Director (Airports)

"This training has made me **much more confident** in my presentation skills. We now have a clear understanding of a presentation structure so we can make better, more successful presentations in the future."

"The tools we learned are **really useful to our daily work.**"

Learners

GOALS

Vanderlande provides logistic process automation systems for airports and warehouses. In 2017, Joyce Du, Head of HR China, contacted us about training and coaching their two Managing Directors. They regularly **deliver critical presentations to clients and communicate with diverse stakeholders.**

Their goals were to:

- 1 Shorten the time spent preparing for presentations
- 2 Increase their ability to influence and manage different stakeholders
- 3 Represent the company well at industry events

SOLUTION

We led a "Present to Influence Premier" training with the Managing Directors. As they got a lot of value, they recommended we lead the training for their department leaders. The department leaders then brought us in to work with their teams: Sales, Sales Engineering, Project Management, Finance.

RESULTS

We led a training at a critical time in their sales cycle. That same week, a sales executive delivered a presentation to their client. He closed the deal and **attributed the training as a contributing factor to their success.**

Feedback across the organization highlighted these areas where the program helped:

- ▶ Understanding and influencing diverse stakeholders
- ▶ Developing and delivering successful presentations with limited preparation time
- ▶ Increase confidence for impromptu speaking