



Manchester Law Society
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Next Generation Leadership Development Programme

3. Winning Hearts and Minds

Tuesday 24 March 2020

Hilton Hotel, Deansgate, Manchester

Registration: 09:00 – 09:30 Workshop: 09:30 – 16:30

Cost to attend:

MLS Members £150.00 + VAT (£180.00) Non Members £190.00 + VAT (£228.00)

Join us for the third of our one day workshops covering a range of skills asked for by you. This workshop will be led by Simon Calderbank, of Big Knows, and will focus on communication exploring different styles and what is most comfortable and effective for you.

Learning objectives:

- Understand your behaviour and communication styles to create more meaningful connections and nurture longer-lasting relationships with colleagues and clients
- Pitching and storytelling techniques to make you more aware of the different ways you interact with customers and how comfortable you feel in each particular style
- Learn how to identify your selling style
- What drives people's behaviours and understanding what motivates us?

About the trainer:

Simon Calderbank is an expert in leadership development and runs positive change and growth mind-set courses across the country for everyone from CEOs of multi-nationals to troubled teenagers on the edge of the criminal justice system. He loves the powerful legacies they leave on those he works with.

To book your place please complete the form and return to CarlaJones@manchesterlawsociety.org.uk or click here to book online



Next Generation Leadership Development Programme Winning Hearts and Minds

Please reserve meplace/s on the above conference at £150.00 + VAT (£180.00) for Member delegates and £190.00 + VAT (£228.00) for non-member delegates, I will pay by cheque made payable to the Manchester Law Society or by bank transfer to Manchester Law Society at the bank account number: 02014114 Sort Code: 01-05-31 using the delegate name and course or the invoice number as a reference.

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Please note payment must be received prior to the event.

Please tick here if you are happy for us to contact you by electronic means (email or SMS) with information about events, services and goods we feel may be of interest to you. Your contact information will not be shared with any third parties.

Please return the completed form to:

Conferences & Events, Manchester Law Society, 64 Bridge Street, Manchester, M3 3BN, DX
14378 Manchester, or email your form to
CarlaJones@manchesterlawsociety.org.uk or
VictoriaRidge@manchesterlawsociety.org.uk

**By booking a place on this course you are agreeing to our
terms and conditions details of which can be found on**

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