

COMMUNICATION SUITE

Engage, persuade, and create the impact you want.

Fact Sheet



Communication skills are integral for individuals working at every level within an organization. When presenting ideas to colleagues, clients, and leadership, it is important to be able to persuasively convey ideas in an effective and efficient manner. In the digital age, this is not strictly limited to in-person face-to-face interactions, but encompasses virtual interactions individuals may have with these population groups across the globe.

Korn Ferry's Communication Suite offers a series of offerings which allow your employees to develop, practice, and enhance their communication skills to allow employees to enhance their interactions with others, maximize their ability to communicate in an increasingly virtual environment, and to teach them how to better engage senior management through concise and clear communication.

Our offerings

The Standard Effective Communicating Program is an intense, comprehensive learning experience ideal for anyone who needs to be clear, concise, and persuasive when presenting ideas to colleagues, prospects, or clients. It is designed to maximize individual and organizational learning investment through practice, video and peer feedback, and in-room coaching. The two-day version features four content modules, extensive practice, video recording, in-room coaching, and three private coaching sessions. The one-day version uses the same approaches but fewer modules and fewer or no private coaching sessions.

Developing your Virtual Presence is an intense, comprehensive learning experience ideal for anyone who needs to be clear, concise, and persuasive when presenting ideas to colleagues, prospects, or clients in a virtual environment. The rules of virtual communication are constantly evolving and today we find that it is vital to be able to conduct serious business from a distance. Technology can be a serious filter to your message, but it does not have to be a barrier. This session will help you maximize your ability to successfully communicate in a virtual world.

Get to the Point focuses on the tools and techniques to leverage when communicating with senior management. Good communication always considers the listener or recipient; senior executives will respond more positively to you and your ideas if you present them in a way that relates to their concerns and situations. The course emphasizes powerful, brief, engaging messages with enough built-in flexibility to continue and grow the conversation.

Standard Effective Communicating Program

Participants will:

- Increase the effectiveness of how they structure presentations to senior management.
- Use a series of conciseness tools to develop clear and efficient messages.
- Analyze an audience of senior leaders using the Listener Analysis Profile™.

Program format:

- One or two-day program configurable for the traditional classroom.

Learning methodologies:

- Large and small group discussion.
- Presentation development, practice and delivery.
- Demonstrations and coaching.

Developing your Virtual Presence**Participants will:**

- Define virtual presence.
- Discuss the impact of body language, voice and words on your message.
- Identify ways to create clear and persuasive messages via the GRID tool.
- Determine techniques to deliver virtual messages with confidence and impact.
- Plan ways to implement learnings.

Program format:

- Three to four hour program configurable for the virtual classroom experience.

Learning methodologies:

- Large and small group discussion.
- Presentation development, practice and delivery.
- Demonstrations and coaching.

Get to the Point**Participants will:**

- Increase the effectiveness of how they structure presentations to senior management.
- Use a series of conciseness tools to develop clear and efficient messages.
- Analyze an audience of senior leaders using the Listener Analysis Profile™.

Program format:

- Three to four hour program configurable for the virtual classroom experience.

Learning methodologies:

- Large and small group discussion.
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Effective Communicating suite components

Support the effectiveness of this program with additional components that meet the needs of your workforce.

- Executive Communicating consultations: For individuals or teams, high-stakes communications, new or experienced leaders, internal program kickoffs, etc.
- Making the Spoken Connection: Interactiv 90-minute introduction of Effective Communicating skills to build a large group's interest in communication skills.
- Additional communications programs including Get to the Point: Speaking to Senior Management™, Communicating Upward™, Facilitating Effectively, Communication Skills for Leaders, and Communicating for Success Everyday.
- Reinforcement tools: the Korn Ferry eGrid message development eLearning tool allows you to create and print a complete eGrid from your desktop.

About Korn Ferry

Korn Ferry is a global organizational consulting firm. We work with our clients to design optimal organization structures, roles, and responsibilities. We help them hire the right people and advise them on how to reward and motivate their workforce while developing professionals as they navigate and advance their careers.