

Transforming technical teams into **trusted business partners.**

EXECUTIVE COMMUNICATION &
INFLUENCE TRAINING



Program Overview

At Adaptive Assets, we build professionals who think like Executives and earn genuine support from their colleagues.

Our programs bridge the gap between explanation and action by teaching **impact, influence, and leadership.**

What Participants Learn

Module 1: Prioritising for Impact

- Define concrete goals and objectives
- Align focus to what leadership values

Module 2: Discovery Calls & Critical Thinking

- Ask questions before commitment
- Reduce misalignment and clarify objectives

Module 3: The Art of Saying “No”

- Push back without damaging relationships
- Set boundaries that earn respect

Module 4: Presenting to CEOs

- Learn how to structure ideas concisely
- Lead with the punchline

Module 5: Framing Ideas to Gain Buy-In

- Apply strategies to influence without authority
- Win genuine collaboration from peers

Format

IN-PERSON

- Full or half day off sites
- Interactive sessions
- Workbooks printed & shared digitally

VIRTUAL

- 90 min Zoom call per Module
- Breakout rooms
- Max 10 participants per call to encourage interaction
- Workbooks shared via Google docs
- Recordings shared after

Training designed to **re-wire** the way participants work.

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Interactive Delivery Designed For Lasting Impact

1. EXPOSURE

Simple, clear introduction to the topic, why it matters & the frameworks to use

2. RECOGNITION

Annotated examples to distinguish what good looks like

3. PRACTICE

Application of framework to given examples

4. ROLE PLAY

Application of framework to given examples

5. PEER FEEDBACK

Give and receive feedback alongside peers

6. GENERATION

Apply learnings to current roles and projects



Jennie Chen

Director of
Analytics,
Too Good To Go



"Laura was super collaborative and worked to adapt and develop the training for our specific needs. Super thankful for how engaged she was throughout the planning process, as well as during the actual trainings.

Analysts and Engineers across the team all gained something from these workshops to apply in their day-to-day, as well as got the opportunity to connect with their peers."

Contact Information



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