

Investment Bank Pitching to Win Workshops Evaluation Report 2012-2015

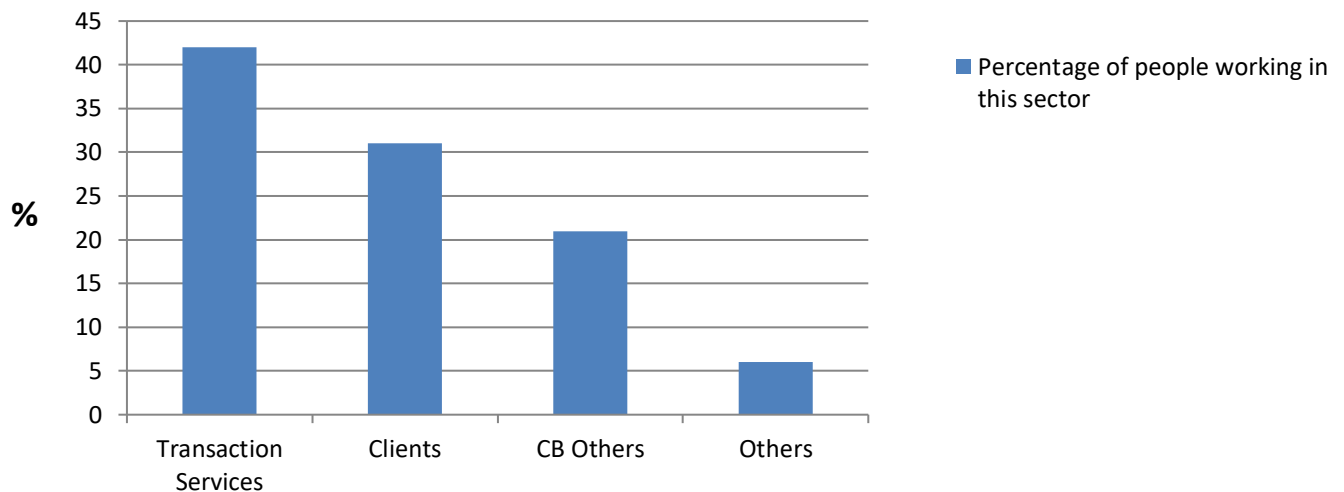
18 November 2015

Total No of Workshops: **35**

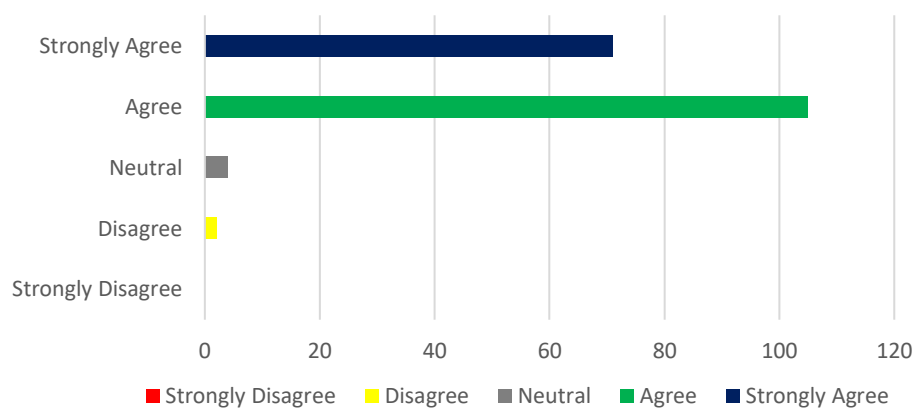
Total No of Participants: **192**

Total No of completed Evaluation Forms: **184**

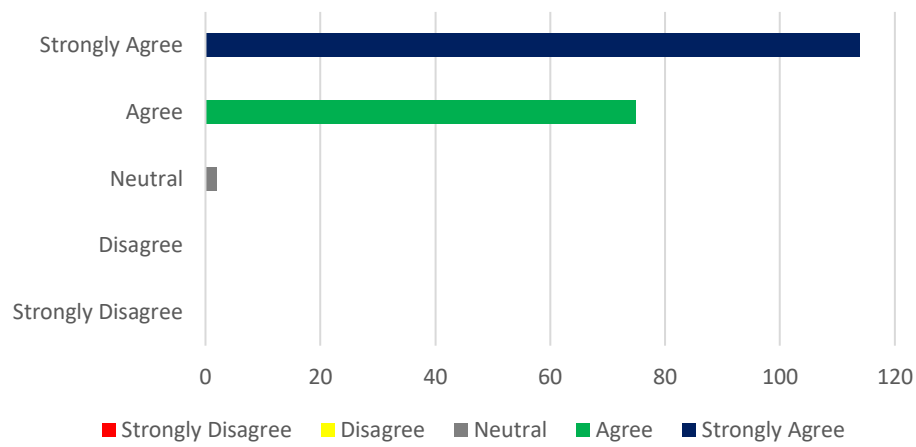
In which part of the bank are you working?



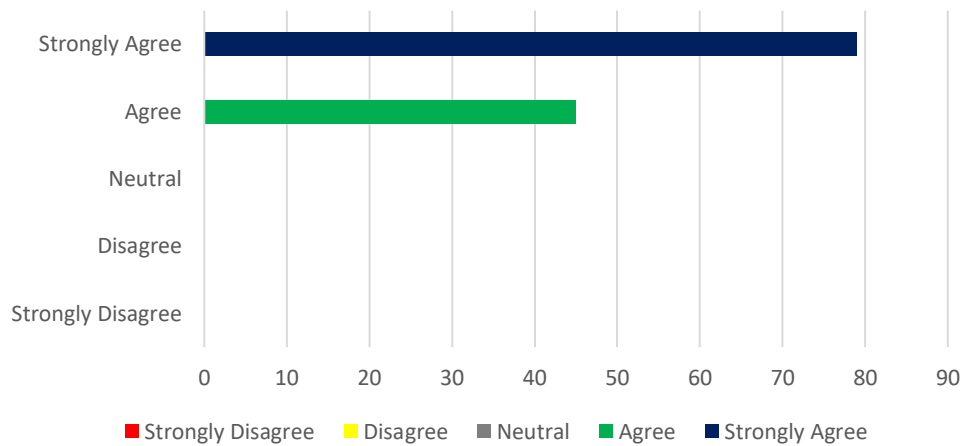
There was good standard of instruction/preparation for the workshop



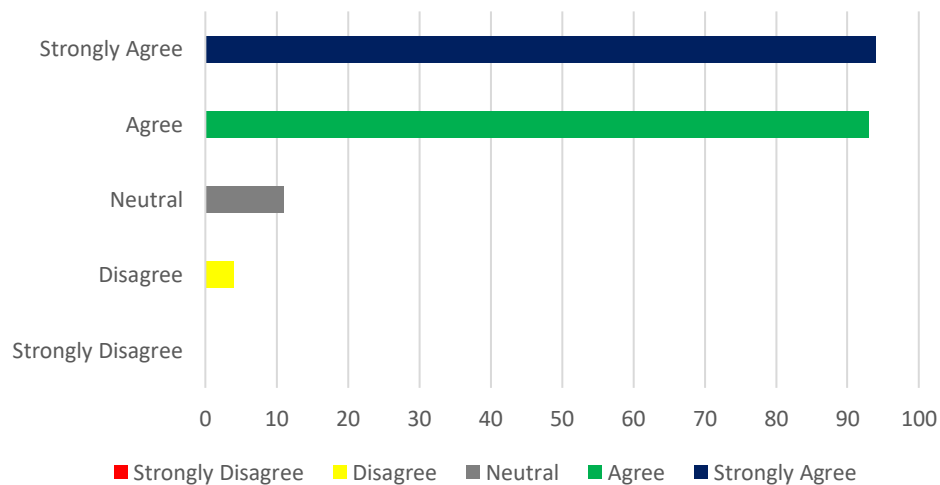
The workshop was relevant to work and met learning objectives



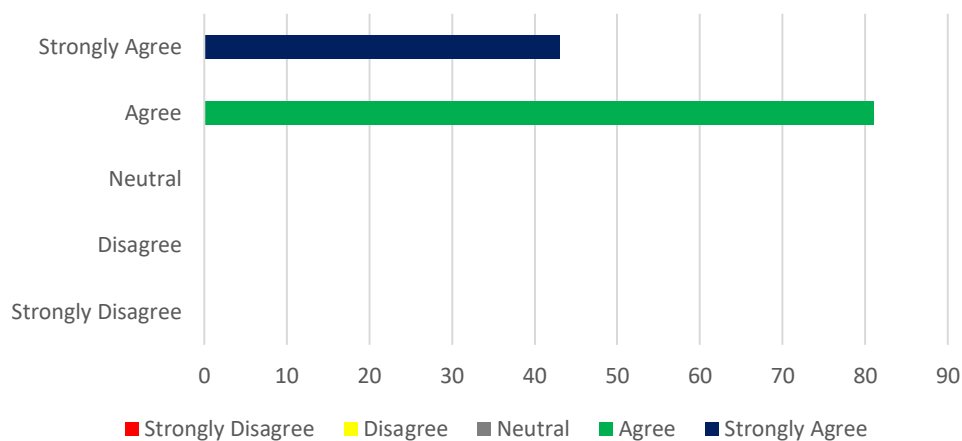
The trainer effectively communicated the subject matter



There was a good balance between instruction, practical exercises and discussion



The workshop had the correct level of difficulty



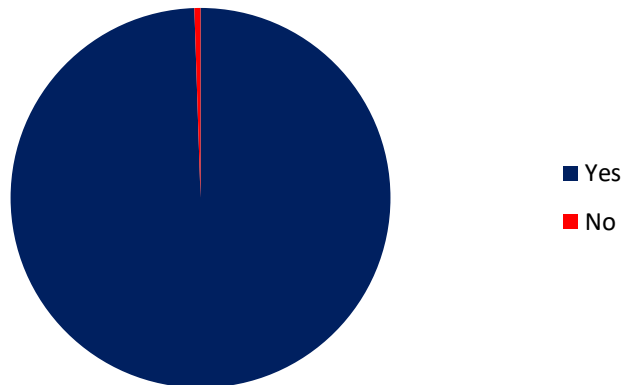
Which aspects of the workshop did you find most valuable or would you like to do more of?

- More practice
- More focus on roles in deal teams
- The videotapes of the presentations showing what needs to be improved
- Camera confronting
- Breaking old habits and being forced to use other techniques
- Feedback and key messages provided by instructor
- Techniques delivery^[SEP]
- video-training assessments^[SEP]
- Being taped and seeing how you come across
- One on one coaching^[SEP]
- Camera (confrontation), prepare real pitch, practice power of silence
- More actual pitching, maybe a 3 day course^[SEP]
- The importance of using pauses in the presentation, the value of how to detect the communications style of the client, the refresher on the second day
- Role play if more time would be available^[SEP]

What would you like to do less of or improve?

- Making cases up
- Faster reviewing the videos
- Real life cases, as that requires expertise to understand
- Personality test. Really too basic to be of value
- How to dress^[SEP]
- FBI analysis, not so interesting
- Communication styles was a bit stereotyping
- Slides and talking
- Less unprepared presentations^[SEP]
- Slower rate of words, less jumping on the questions, less improvisation

Would you recommend this workshop to others?



Testimonials

- Excellent
- Must do
- Very useful for Sales
- Very valuable training!
- One of the best workshops I've attended in 10 years
- Valuable experience, hands on training, effective trainer
- An eye-opener and must for everyone pitching!
- A lot of value input to improve my communication skills
- If you want to get an insight into your pitching qualities and if you want to improve them, follow this course!
- Very refreshing - got me aware of how to become a better salesperson
- Excellent course, even after multiple other presentation trainings still picked up a lot of new things!
- I came away convinced as to how I can improve my presentation skills with easy to remember (and to put into use) tools.
- A very clear, to the point and personal workshop
- Although pitching is a key feature of my day-to-day job the insights given by this workshop have
- sharpened my view on pitching
- Effective mirror of own performance
- Getting conscious about your unconscious behaviour is where it all starts. This training helps you to get there
- Good live practise with perfect background
- Great experience, good self-reflection in a safe environment with helpful coaching and handy
- tips and tricks along the way. Recommend!
- Great workshop, maybe do this for three days
- I have learned smart short and simple techniques to be able to put a good pitch together for my clients
- Inspiring course which gives new ideas and insights
- It will make you change the way to prepare pitches
- Its a different way of getting to know how you come across
- Perfect training to realize your own strengths and weaknesses
- Refreshing and further optimising my skills was very useful, especially the video is effective

- The training is very informational and practical. I've had a lot of eye openers
- To demanding clients in the competitive environment of banking
- Very empowering, well balanced with some revolutionary recommendations/ideas
- Although I found certain pieces hard to adopt personally, but looking back to my video's was a great surprise as I could literally see the difference and progress
- I can truly recommend this training for both unexperienced and experienced presenters. Being a reasonably experience speaker myself, I was amazed about the level of improvement there was still possible by applying a couple of relatively simple and practical tricks
- Gained insight into things that come natural to me, now it's up to me to use it when I need to

General Comments

- Camera really adds value
- Best pitching course I've had. Truly effective
- Well organised course, good structure
- Video is very helpful, liked the short exercises
- Good balance, sufficient practice, small working group. Very comfortable environment
- Actually it worked well with people from different experience levels. We learnt from each other
- Clear 10 minute call a week ahead of the course works perfect to manage expectations
- Topics were clear and well addressed before moving to the next. Good recap of day 1 at the start of day 2
- Trainer explained the theory in a clear way. By practice and getting direct feedback it became more clear how you can use the theory in practice and where your developments areas are
- The course actually covered a bit more topics than expected in some area's

Overall, how would you rate the Pitch to Win workshop?

