

30th
OCT
2019

1-DAY SEMINAR
ترجمة فورية
9:00 AM TO 4:00 PM
JUMEIRAH BEACH
MESSILAH BALLROOM



JONATHAN
HOLLOWAY

THE ART OF INFLUENCE, PERSUASION AND NEGOTIATION FOR LEADERS

ORGANIZED BY

cube
Training & Consultancy Center
مركز كيوب للتدريب والاستشارات

MARKETING PARTNERS



OVERVIEW

A one-day masterclass exploring the art of persuasion for people who want to clarify what they want, communicate it through irresistible and game-changing messages, and close the deals that get great results. **JONATHAN** will outline and practically explore a variety of proven techniques to suit any situation, enabling you to reframe your messages for success, and then use advanced tricks and methods to gain the agreement you need to achieve what you want.

YOU WILL LEAVE THE DAY WITH

- | A set of exercises which you can use in the future to clarify your starting and finishing points
- | Greater understanding of each of the stages of persuasion
- | A set of real-life examples from the world of innovation and creativity that bring the subject to life
- | A sense of confidence, and an eagerness to put the learnings into practice
- | A clear roadmap to successful persuasion
- | A toolkit of proven techniques for each stage of communication and negotiation
- | Methodology around adapting to change a “no” to a “yes, without losing authenticity

Jonathan's bespoke, enigmatic and audacious style had delegates hanging on his every word. Intelligent, inspiring and highly entertaining.

Rick Heath, Executive Director, Australian Performing Arts Centres Association



Jonathan transformed a street performance into a discussion on IT, systems and infrastructure with insight, humour and enthusiasm.

Marlene Kornides, Strategic Marketing Executive, IBM/Cisco Systems



Jonathan's lessons and reflections will re-focus your team on what's important in perhaps the most engaging and entertaining way you've experienced for some time.

Kelly Grigsby, CEO, Wyndham City Council





JONATHAN HOLLOWAY

Jonathan has worked as a CEO and Artistic Director in two hemispheres, repeatedly bringing together international industry, business, commerce, politics and civic society to achieve the seemingly impossible and deliver city-changing results. From Bloomberg to Chevron, from IBM to Yale University, Jonathan has used his communication, influencing and negotiation skills to enable delivery teams and board teams to deliver their personal and organisational best. He has led workshops and masterclasses with NAB Bank, Professional Speakers Australia, the National Theatre in London, Yale University, Royal Central School of Speech and Drama and the Universities of London, Western Australia and Melbourne. For four years he was the head of Creative Partnerships for the East of England: the UK Government's flagship programme for Creativity in Schools.

Jonathan is an intrepid visionary and audacious storyteller who is dedicated to changing the world through the power of creative solutions, cultural readiness and bold thinking. His professional focus is on innovating great organisations and environments; having run successful transformation projects from London's South Bank to major international arts festivals in Europe and Australia, there isn't a corporate, business or personal challenge that he cannot see ways to overcome.

JONATHAN HOLLOWAY'S CLIENTS LIST



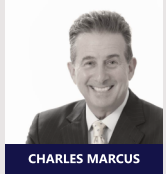
In 2004, Cube group was established to be a supportive arm to the growing economy in Kuwait in the domain of event management and training service and one of the services is cube training and consultancy center, our aim is to be in a leading position locally and regionally in the industry of training business that can cater the best professional service in research, conducting market studies and sector readings that meets all the needs of our client. The center facilitates a professional team of specialist who enjoy remarkable record of achievements.



JONATHAN HOLLOWAY

**THE ART OF INFLUENCE,
PERSUASION AND
NEGOTIATION FOR LEADERS**

📍 Seminar 📅 30th Oct 2019
📍 Jumeirah Messilah Beach



CHARLES MARCUS

**LEADING BY
ENGAGEMENT
AND MOTIVATION**

📍 Seminar 📅 17th Dec 2019
📍 Jumeirah Messilah Beach



LAZAR DZAMIC

**CREATIVITY IN SETTING
GOALS & STRATEGIC
PLANNING**

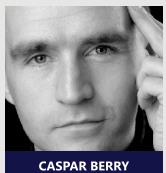
📍 Seminar 📅 4th Feb 2020
📍 Jumeirah Messilah Beach



BEN RYAN

**CREATING A PEAK-
PERFORMANCE
CULTURE**

📍 Seminar 📅 25th Mar 2020
📍 Jumeirah Messilah Beach



CASPAR BERRY

**ADVANCED DECISION
MAKING & PROBLEM
SOLVING & RISK-TAKING**

📍 Seminar 📅 15th Apr 2020
📍 Jumeirah Messilah Beach



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🗣️ ترجمة فورية
🕒 9:00 AM TO 4:00 PM
📍 JUMEIRAH BEACH
MESSILAH BALLROOM

THE ART OF INFLUENCE, PERSUASION AND NEGOTIATION FOR LEADERS

CONTACT

📞 +965 503-203-39 +965 552-306-60
+965 973-416-00
🌐 www.cubegroup-kw.com
✉️ info@cubegroup-kw.com