



**CORPORATE  
TRAINING**

**AT THE  
OLD VIC**

# INNOVATIVE TRAINING

The Old Vic is a cultural institution that has prevailed for nearly 200 years and still continues to innovate and make history in the arts today. Throughout the years, The Old Vic has made entertainment history as the birthplace of the Royal Ballet, the English National Opera and the National Theatre and we have played host to some of the finest theatrical talent in history, including Richard Burton, John Gielgud, Laurence Olivier, Maggie Smith and Judi Dench.

Using our rich heritage, our reputation as 'an actor's theatre', and our expertise in performance, creativity and impact, we have found innovative and unique ways of transferring these skills into a corporate environment in a fresh, exciting and engaging way. Since 2004, skilled theatre industry professionals, including world-class voice coaches, directors, performers and technicians, to deliver bespoke training courses to leading businesses such as Marks & Spencer, PwC, Bearing Point and Royal Bank of Canada.

We have devised three robust and practical training modules exclusively for our corporate supporters to address key challenges in the workplace. These are:

**Personal Presence and Impact**

**Building Influence and Rapport**

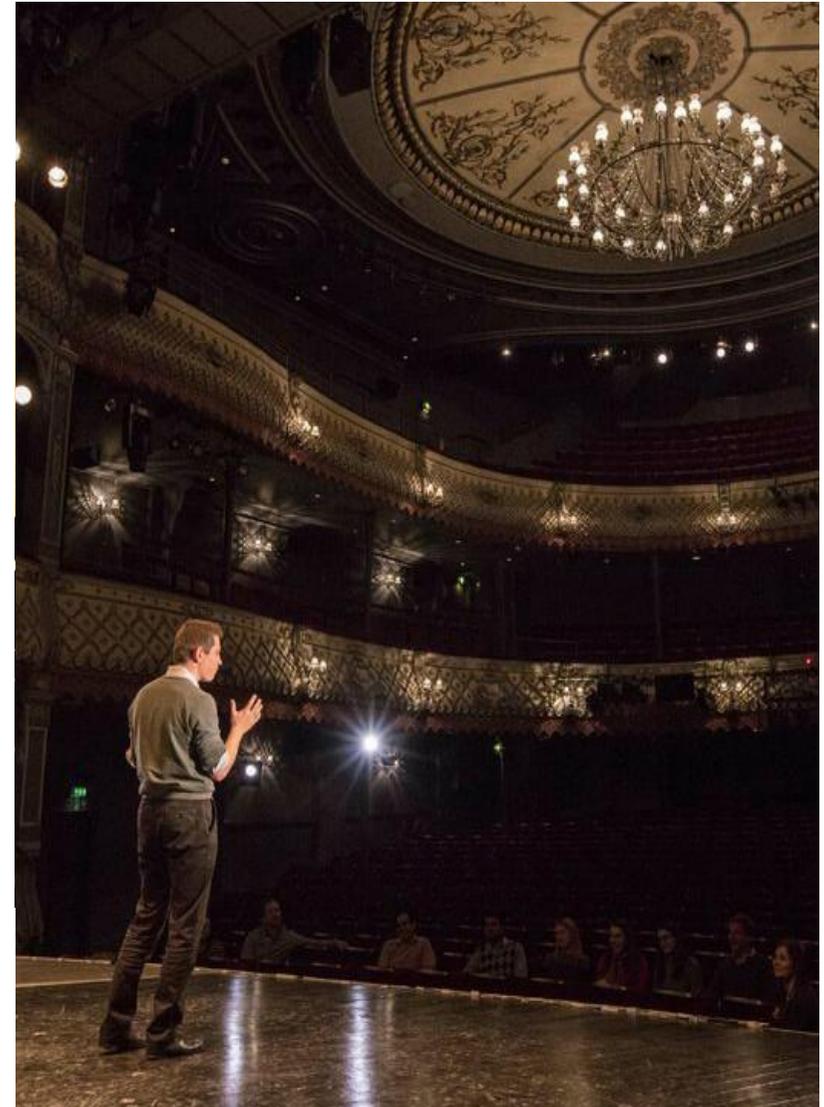
**Leadership**

In addition, we also offer completely bespoke, extensive training programmes upon request.

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**'Everything I learned about the theatre, I really learned in my four years at The Old Vic.'**

DAME JUDI DENCH



# PERSONAL PRESENCE AND IMPACT

## Aim

- To increase personal impact through an enhanced awareness of the effects different communication styles have on others

## Outcomes

- Understand a range of personal communication styles
- Gain practical insight into how the voice and breath can be used to increase personal presence
- Demonstrate skill in using physicality, gesture and powerful body language to lend weight to the messages participants want to communicate
- Increase confidence when communicating to an audience
- Develop an action plan to ensure they practice and develop key communication skills in the workplace

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**‘Fabulous, incredible, life changing!’**

PARTICIPANT, YPO



# PERSONAL PRESENCE AND IMPACT

## Overview

This one day training course explores ways to become more effective and influential while retaining personal integrity and authenticity – a must for the modern workplace.

This focus is on the individual participants and how they communicate. Their methods of communication will be examined and refined through a series of experiential learning activities directly drawn from theatre techniques and devices practiced by leading actors around the world. By harnessing theatre-based exercises borrowed from the rehearsal room, participants will learn how to use the voice, body language and gesture to improve their confidence and quickly develop trust.

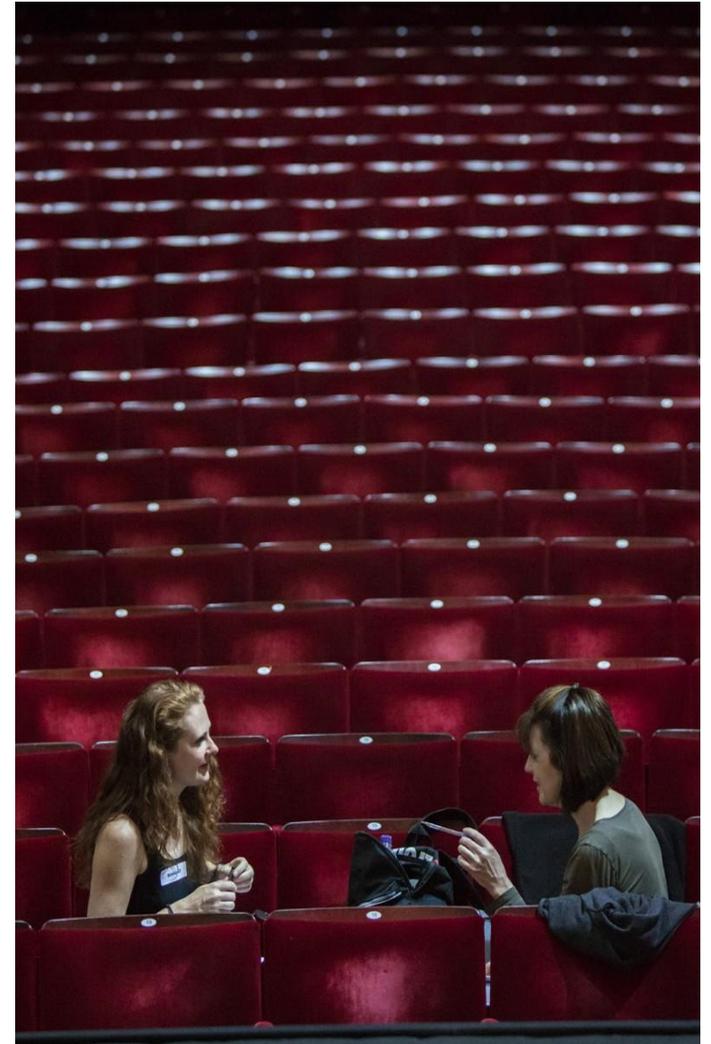
Following rehearsal time, during which individuals will experiment with the new skills they have learned, participants will receive personal coaching from performance specialists on how they deliver a short presentation or pitch. Peer feedback will serve to cement these lessons and bring the experience back to the workplace.

This particular course is physical, interactive, and centred around the input and experience of participants as they consider how they normally behave in the work context. Creative exercises are designed to push participants out of their comfort zones in a challenging yet supportive way to promote new perspectives on communication.

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**‘I would highly recommend it to anyone wishing to deliver presentations or speeches with high impact!’**

PARTICIPANT, BEARINGPOINT



# BUILDING INFLUENCE AND RAPPORT

## Aim

- To enhance the ability to build rewarding business relationships by maximising the impact of early stage interactions.

## Outcomes

- Gain skills in active listening to help establish rapport in different situations
- Build confidence in using questioning techniques to ensure preconceptions do not become barriers to effective relationships
- Identify participants' own preferred influencing style and use it to encourage others to change
- Demonstrate versatility in both verbal and non-verbal communication to a live audience
- Develop an action plan to ensure they practice and develop learned skills in the workplace



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**'A practical course with immediate results!'**

PARTICIPANT, BEARINGPOINT

# BUILDING INFLUENCE AND RAPPORT

## Overview

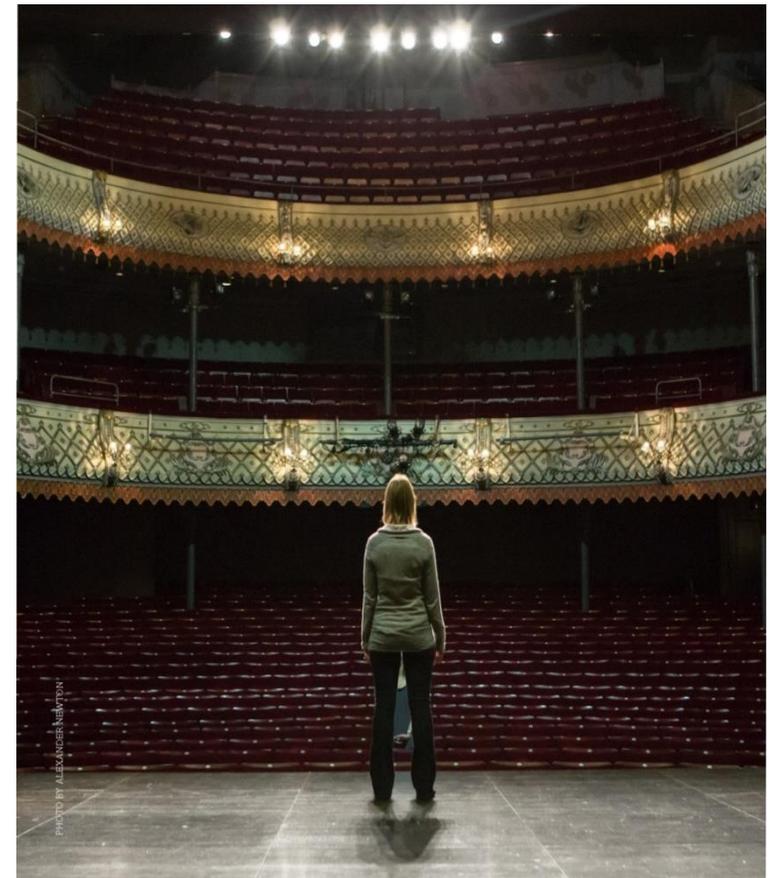
Building positive rapport or 'soft' selling to clients and other stakeholders requires a unique skill set. Taking care to monitor your body language, demonstrate empathy, actively listen, and regulate your response to any situation will naturally engender trust.

This course explores core techniques that will enable your staff to conduct themselves in a balanced, dynamic, calm and professional manner at all times, including when under pressure. The training explores differences between influence, persuasion and manipulation, and focuses on how and why flexibility is key to influencing without authority. The course also provides insight and understanding into the effect of nerves and adrenaline on the body and provides practical techniques to help support self-regulation.

Our training draws directly on theatre techniques and live performance skills. Participants will experience a combination of preparing and rehearsing techniques for delivery to an audience, as well as improvising responses to spontaneous situations based on the core skills they have learned.

Following a morning of learning and practicing new skills, the day builds to a live performance task in which participants will apply what they have learned about influencing others in an open forum. They will then receive personal coaching and peer group feedback on their individual performances for further personal development.

The activity is led by facilitators who will provide professional coaching and individual feedback on applying the techniques introduced, while maintaining a fun, creative and refreshing approach to group learning.



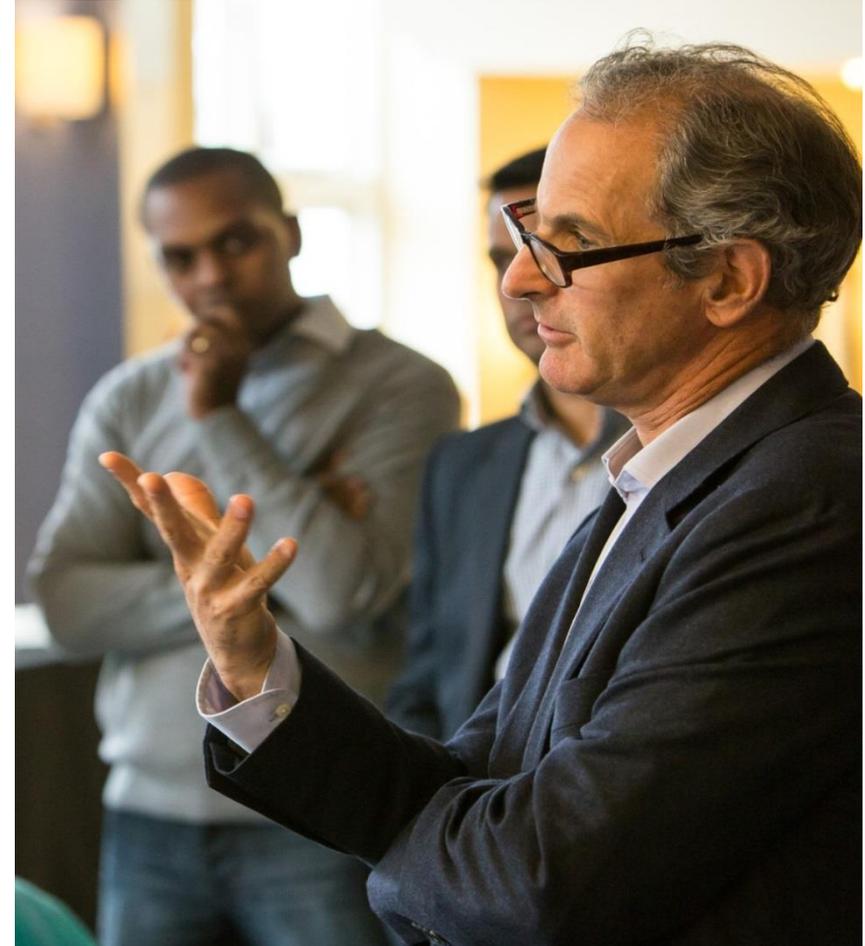
# LEADERSHIP

## Aim

- To prepare current and emerging leaders to articulate and deliver compelling messages for maximum motivation, inspiration and impact.

## Outcomes

- Understand the different ways stories can be used in business to get a message across with impact, integrity and passion
- Gain insight into how stories are crafted using a range of story-telling techniques common to actor training
- Enhance skill in using effective narrative disciplines and evocative language
- Receive peer feedback and professional coaching for personal development as effective storyteller
- Develop an action plan to ensure participants utilise and develop key leadership skills in the workplace



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**‘Thank you for organising and running the workshop last week. I’m delighted with the feedback, which was overwhelmingly positive. I’m sure participants will find their training very useful in running their social enterprises’**

# LEADERSHIP

## Overview

This one-day training programme focuses on how to deliver leadership messages effectively. It is concentrated around three key leadership challenges: a motivational and inspirational speech; delivering difficult business news; and having impact in an impromptu scenario.

The training draws directly from theatre techniques and live performance to help participants employ influential language, imagination and performance skills to engage with an audience. Participants will also learn how storytelling techniques can support and strengthen leadership messages.

The course uses creative and practical processes to teach story structure and delivery techniques to ensure the story can be told with passion and authenticity. Participants will deconstruct the essential elements of good storytelling and will learn how to choose which story will be most compelling to influence and impact their audience.

The course is highly interactive and reliant on the total immersion of participants as they take part in a number of theatrical and creative exercises, receiving extensive peer feedback alongside professional coaching.

Personalised performance coaching will help participants to identify their individual strengths and modify their own communication styles to suit the situation. Peer group feedback will help to cement the learning and bring the experience back to the workplace.



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**‘A fascinating experience, made all the more special by working on the stage at The Old Vic.’**

PARTICIPANT, BEARINGPOINT

# FEES & CONTACTS

## Fees

£3,000 plus VAT includes:

- Consultancy and Client Liaison to tailor the programme to your participants and their objectives
- Delivery of dynamic, practical workshop in your offices or chosen training space by two expert facilitators using The Old Vic's unique approach of drawing on acting and rehearsal techniques
- Collation of evaluation feedback from participants

£5,000 plus VAT includes:

- All the above plus hire of the stunning and inspiring Old Vic building and dedicated Events staff to facilitate the smooth running of your event
- These one-day courses are designed for a maximum of ten participants.

## Contacts

- We hope that you will find our training offer compelling and inspiring, and that we might have the opportunity to work together to deliver some extraordinary and high-impact training experiences for your employees. Thank you.



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