



Suzanne Doyle-Morris Ph.D, Tel: 01638 742 298
Email: suzanne@doylemorris.com, www.doylemorris.com
60 High Street, Burwell, Cambridgeshire, CB5 0HD

“Making the Leap: From Technical Roles to Successful Client-Facing” Thursday 25th September 2008

Who is the target audience?

- Professionals in SET moving into sales, consultancy or other client-facing roles.

What are the course objectives?

- Focus on client needs with improved listening skills.
- Build rapport with customers.
- Improve personal image to make the right impression.

What are the benefits?

- Gain confidence in meeting customers.
- Build long lasting business relationships.
- Make a smooth transition to a new role.

Who are the Trainers?

Dr. Suzanne Doyle-Morris is an accredited coach who received her PhD in Educational Research from Cambridge University. Today she works with science, engineering and technology firms to help them retain, recruit and develop their high potential employees. For more information on her and her services, please visit www.doylemorris.com

Dr. Berenice Mann started her career as a postdoctoral research scientist in academia and civil service roles. She made the successful transition into industry and later moved into Technology Transfer at Anglia Ruskin before launching Proactive Research, a specialist in research and marketing for technology-www.proactiveresearch.org.uk

Confirming your place

If you would like to attend, please fill in the attached booking form below. For more information, please get in touch direct with Dr. Suzanne Doyle-Morris at Suzanne@doylemorris.com or 01638 742 298.

“I want to thank you for once again creating a stimulating atmosphere in which to think through various issues in last week's workshop. The small groups and the chance to share experience in an open and trusting environment make it easy to work out where I stand in terms of people management experience.”

Dr. Liz Kamei, Food Technology Consultant



Suzanne Doyle-Morris Ph.D, Tel: 01638 742 298
Email: suzanne@doylemorris.com, www.doylemorris.com
60 High Street, Burwell, Cambridgeshire, CB5 0HD

“Making the Leap: From Technical Roles to Successful Client-Facing” Booking Form

Details:

The workshop will be offered at Lucy Cavendish College in Cambridge and will feature individual and group work to enhance participation, shared learning and networking opportunities.

For individual participants, each workshop costs £247 plus VAT (£290.23) or £647 (£760.23) with additional one-to-one executive coaching and includes:

- Full-day interactive training workshop, running from 10-4:30.
- Lunch and all refreshments during workshop.
- All materials on the day.
- For those who invest in further development, up to 3 telephone coaching sessions*.

*to be taken within 3 months of workshop.

To secure your place, please fill in the details below and return with payment (cheque made payable to Doyle Morris Coaching and Development) to the address above no later than 10 days before the course.

“Making the Leap”	September 25
Delegate Name:	
Phone:	
Email:	
Address	
Access/Dietary requirements:	