

SPEAKING SKILLS FOR TECH PEOPLE

2 DAYS INTENSIVE MASTERCLASS

NOV 07
NOV 14
2018

KULTUURIKATEL



THE HUMAN BRAIN STARTS WORKING THE MOMENT YOU ARE BORN
AND NEVER STOPS UNTIL YOU STAND UP TO SPEAK IN PUBLIC.

- George Jessel

Designed for IT and technical specialists,
team leads and executives.

07 & 14 NOVEMBER 2018 / KULTUURIKATEL

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TOP PITCHING EVENT 2018

It's a 2 day intensive workshop held on two separate wednesdays, so you could really dig into the topic of speaking in public. To help you on this journey we bring you one of the best and most charismatic speaking and pitching coaches in this region - Gleb Maltsev.

MAIN TOPICS:

- How to speak tech to non-tech people - bring out the most important things and hold back with the technical details.
- How to present and protect your ideas at the team meetings.
- No shit - sometimes you actually have to meet the client and sell your stuff.
- You have been promoted to a team lead - how do you gain the authority and clarity with your communication.
- How to do a keynote speech at the conferences, or in front of your management
- Trade fairs booth - hundreds of people walk by and you have 30 seconds to get their attention.
- Yes! You have a world-changing startup idea and there is an angel investor sitting next to you in the coffee shop - what next? Elevator pitch skills to raise your first mil.
- **And last but not least - public speaking is the number one fear. Death is number two. How to overcome the first one.**

GLEB MALTSEV

SPEAKING AND PITCHING COACH



Gleb has worked with hundreds of engineers to get them pitching at their best. Some of them deploy software that automates whole factories, others build gas-powered drones and subsea drilling equipment for oil rigs. There are even a few civil engineers who transform century-old factories into modern urban landmarks.

Add to that the hundreds of executives he's trained to pitch at trade fairs such as the Mobile World Congress, Smart City Expo, electronica – and startup founders pitching for capital at Slush, Latitude59, TechChill or LOGIN.

He's helped designers – whose offices (and restrooms) are running out of wall space for their awards – to tweak their message for their clients. Then there are the scientists who've dedicated their lives to studying insects, metals, wood, our genes, energy; he's guided them in overcoming the curse of knowledge and taught them to explain what they do to those who don't and helped them to commercialize all that know-how.

Most importantly, he's trained himself. The hard way. By listening to other people's stories, rewriting and delivering them at every workshop, and opening himself up audience judgment. He's done all that so others will do the same and grow from it.

Gleb also cares (a bit too much), and likes cats."



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INFO & REGISTRATION:
WWW.ELAMUSLABOR.EE

TICKETS

EARLY BIRD

€ 295
+ VAT

Full price
for both days
is 415€ + VAT

Click



**REGISTRATION
IN ENGLISH**

**REGISTREERIMINE
EESTI KEELES**

This 2-day masterclass **SPEAKING SKILLS FOR TECH PEOPLE** is held at two separate Wednesday's - 7. and 14. of November 2018 (9:30-16:30) at Kultuurikatel, Põhja Pst. 27a, Tallinn



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