

## Pitching Content Library

### Learning Modules

Making the Go: No Go Decision (Module)

A scoping meeting (Module)

20 Proposal writing tips (Module)

The secrets of successful pitch presentations (Module)

Presentation essentials (Module)

Delivering the final messages in a pitch presentation (Module)

Writing winning pitch proposals (Module)

Some common mistakes pitch teams make (Module)

How professionals win work in competitive situations? (Module)

Conducting a post pitch review with the client (Module)

### Webinars - high quality, relevant instructor led training.

Practical tips for presenting a work-winning virtual pitch – (Webinar)

The vital ingredients of a successful pitch document – (Webinar)

Upping your win rate in pitch presentations (Webinar)

Writing effective pitch documents in the current environment (Webinar)

Making a positive impact when presenting virtually (Webinar)

Managing fee negotiations and defending your value – (Webinar)

15 tips for preparing work-winning pitch documents – (Webinar)

Presenting a work-winning pitch – (Webinar)

## **Podcasts – bite sized podcasts that are perfect for time-poor professionals**

Overcoming Fee Resistance – (Podcast)

Some selling tips – (Podcast)

## **Winning Business Digests – practical guides to help focus your Business Development**

6 Tips For Presenting An Effective Pitch (Winning Business Digest)

6 Work-winning Strategies For Procurement-led Pitches (Winning Business Digest)

7 Essentials In Mastering Pitch Scoping Calls And Meetings (Winning Business Digest)

7 Secrets Of A Powerful Online Presentation (Winning Business Digest)

8 Essentials For Writing Work-winning Pitch Documents (Winning Business Digest)

8 Pitching Approaches That Work (Winning Business Digest)

8 Strategies For Effective Fee Negotiation (Winning Business Digest)

8 Tips For Leading Pitches (Winning Business Digest)