



# Suggestions @ Work™

## - Structured Communication Made Easy



**Next runs:**  
Coming Soon!

**Time:**  
10.00am – 5.30pm

**Virtual:**  
Via Zoom

### Objective

If you communicate suggestions clearly and in a structured manner, managers are able to make the right decisions more quickly.

And if you did this at meetings, **you would save everyone's time (and sanity)**. Learn a structured method that's been taught around the world, to increase your chances of getting buy-in.

### Benefits of attending

You would have many suggestions which have the capacity to advance your organisation – think improved processes, happier clients, and new ways of doing business. However, many never voice their suggestions. Or if they do, they don't present them in a way that attracts the attention and approval of decision-makers.

If you communicate suggestions haphazardly, decision-makers often struggle to identify the benefits for the business and how to proceed. As a result, they might dismiss your excellent ideas simply because they weren't presented effectively. But, what if you had in your professional toolkit, an easy-to-understand structure for communicating suggestions?

In this one-day workshop, you will gain fluency and speed in crafting persuasive communication for your suggestions.

**Suggestions @ Work™** is based on The Case Maker™ which has been conducted for global organisations in China, Korea, India, Germany, Malaysia, the Philippines, Singapore, Taiwan, the US, and the UK.

### Who should attend?

Working executives including Finance and Non-finance professionals

#### What past participants say about Suggestions @ Work:

"It's a very interactive training. At the end of the training, each participant has improved. Impressive!" (Virtual)

"Everything is great!" (Virtual)

"I would like to participate in more courses like this!" (Virtual)

"Presentation of course was very clear and easily understood. It is a good course and framing is an important skill for everyone."

"This is a crucial technique to frame our thoughts and proposal constructively."

"One hell of a knowledge. Simple yet brilliant."



## Learning Outcomes

### By the end of this workshop, you will be able to:

- Analyse any audience in seconds and gather crucial information for your suggestion.
- Frame suggestions using Clarity Boards™, so that the audience almost can't say no.
- Justify your suggestions convincingly to speed up decision-making.

### You will have the following tools:

- Suggestions @ Work™ Clarity Boards™ (digital version)
- Participant manual (digital version)
- Behaviour Change App

### Here's what makes Suggestions @ Work unique:

- Suggestions @ Work™ is based on The Case Maker™ which has **been conducted for global organisations** in China, Korea, India, Germany, Malaysia, the Philippines, Singapore, Taiwan, the US, and the UK.
- It comes with **Reinforcement** – a solution to help you apply the newly acquired skills at work.
- We offer these awards in this training:

#### 1. **The Frame Award:** *For excellence in positioning proposals to suit the audience*

The culmination activity is a friendly competition. It achieves several important objectives. It calls on participants to apply and demonstrate all concepts, skills and tools taught in the programme. It also raises the quality of the final result through the competitive element.

#### 2. **Behaviour Change Award:** *For bringing new knowledge & skills to the workplace*

This award is given at the end of the post-training behaviour change activities. It is awarded to the participant who attains the highest points for doing the behaviour change activities on the app, and of course, whose answers are not gibberish or otherwise inappropriate.

- If you're concerned about doing a full day's learning online or you've heard that Virtual Trainings are boring, rest assured that this isn't the case with ours. In this virtual training, you'll have a change of activity every 15 minutes – discussions in virtual breakout rooms, you'll solve problems on collaborative platforms (on specially designed boards), and more. The variety of methods includes:
  - **Group work.** Groups work on a general case to learn and understand the concepts of Framing.
  - **Individual Fluency.** After the group work, you will work individually to build fluency in using the tools.
  - **Online Visual Collaboration Tools.** Online Clarity Boards™ help you to work easily as a group.
  - **Online Sticky notes.** Sticky notes are used extensively - a low tech solution that facilitates thinking.

### Pre-requisites

It is important to have a reasonably good command of English.

## About the workshop leader



### Dr Kavitha Murulitharan

Kavitha has had an exciting career in academia. She graduated with a PhD in Molecular Biology from University Putra Malaysia. Her undergraduate studies were in biotechnology at the University of Malaya. She was also a recipient of the Yayasan Tan Sri Lee Shin Cheng Scholarship (2006 – 2009). As a former molecular biologist at University Putra Malaysia, she was attached to the Malaysian Genomic Institute (MGI). She developed the International Baccalaureate (IB) biology programme curriculum for an international school.

### How to register

Simply fill in the registration form appended with this brochure or register online by selecting the preferred date in the Training Calendar ([www.pwc.com/sg/academy](http://www.pwc.com/sg/academy)).

For any further queries, please email [sg\\_academy\\_mailbox@pwc.com](mailto:sg_academy_mailbox@pwc.com)