



Abbey Theatre: Skills for Business

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About Abbey Theatre: Skills for Business

Abbey Theatre Skills for Business introduces clients to the techniques that are fundamental to dynamic communication. Our facilitators are highly experienced theatre professionals who have worked with a variety of groups including corporate clients, actors, teachers, lecturers and medical professionals.

There are full day and half day workshops, as well as bespoke workshops, which we devise with you. We also do one to one coaching. Our focus is on the person. We have over twenty years' experience helping people to hold a room, to tell the story, to land their points with greater impact and to find a genuine connection with their listeners.

02 Workshops



Presenting with Impact

Using skills from the stage of Ireland’s National Theatre, our Presenting with Impact workshop will add impact and energy to your presentation style. With a focus on delivery, participants will learn a series of practical exercises, which will transform how they communicate and present in the workplace.

This full day workshop combines work on the fundamentals of voice, breath and body and moves on to text. We will look at new ways to land your points and engage the attention of your clients, team or board. Participants will be shown how using a greater variety of pitch, pace, tone, and pauses will help them to hold the room, engage and influence clients and colleagues,

and to land their message with greater confidence and ease.

Presenting with Impact is our most sought after workshop, highly practical, its’ learnings can be applied to everyday situations and events.

Participants are asked to bring along one of their own work presentations, which they will be coached through, to incorporate the skills above. Individual attention allows each participant to focus on their own specific learning needs.

Who will benefit from this workshop?

- Regular presenters who want to refine their presentation skills and improve their impact and presence within a group presentation/one to one meeting/conference environment.
- Those who want to exude confidence and authority as a speaker.
- Those who want to learn how to effectively engage with their audience.
- Those who are stepping up to a new role and want to build their gravitas.
- Those at senior management level, who are working towards delivering a speech, at a conference or public engagement.

Workshop Timing	9am - 5pm
No. of Participants	7 - 10
Cost	€550/person

This cost includes light breakfast, mid-morning and mid-afternoon refreshments and a light lunch.

Women in Business: Take Centre Stage

We believe that there is no ‘one size fits all’ speaking style. We want to help women find their own style, gravitas and power in meetings, pitches, board rooms or conferences. Increasing your confidence and challenging any lingering self-limiting beliefs.

This full day workshop combines work on the fundamentals of voice, breath and body and moves on to text. We will look at new ways to land your points through an active, dynamic engagement with your clients, team or board. Participants will be asked to bring a work presentation to use in the second half of the day. The workshop combines group work with individual coaching and personalised feedback.

This workshop is specifically designed to help women in the workplace to step up and take more space physically and vocally. Participants will find a more grounded, fuller and freer voice – one that reflects the person and empowers you to communicate with authority and ease.

Who will benefit from this workshop?

- Women who are stepping up to a new role with increased visibility.
- Women who want to build on their confidence and gravitas in the workplace.
- Women who are struggling to find their own voice in the workplace.
- Those returning to work who want to build their confidence.

Workshop Timing	9am – 5pm
No. of Participants	7 – 10
Cost	€550/person

This cost includes light breakfast, mid-morning and mid-afternoon refreshments and a light lunch.

The Power of Storytelling

Storytelling for Business explores the fundamental skills of communication and develops an understanding of how we can apply this essential human characteristic in a corporate setting.

From pitching to customers to building a brand, creating a culture of shared purpose, by crafting and communicating stories, that influence and inspire, is a vital skill. This workshop explores how good stories work, how to tell them and what it is that draws us in. Participants will learn skills to create stories, which will help captivate and influence your colleagues/clients.

Discover how you can use creativity to engage your audiences, no matter what the subject matter. Learn how using your own stories can reinforce existing

strengths and individual styles. Connect presentations with personal values to deepen your connection with listeners.

Participants will explore the structures that shape a compelling narrative. Storytelling techniques from theatre will give participants the skills to create and communicate with confidence and impact. Improvised scenarios based on these will have your teams on their feet and able to apply these learnings.

Who will benefit from this workshop?

- Organisations looking to create and communicate compelling business stories, which persuade, influence and ultimately drive customers to action.
- Leaders/Managers who wish to communicate a new strategy/vision, in a manner that truly resonates with teams and secures buy in.
- Leaders/Managers who wish to re-energise, engage and inspire their talent.
- Business professionals who want to become more skilled in telling an engaging story with facts and figures.

Workshop Timing	9am - 5pm
No. of Participants	7 - 10
Cost	€550/person

This cost includes light breakfast, mid-morning and mid-afternoon refreshments and a light lunch.

Teamwork and the Creative Ensemble

The essence of teamwork requires that team members work together to produce the best results. Improving teamwork within an organisation can have a positive impact on staff morale and staff turnover as well as business operations.

Whether it's making the most of team dynamics or negotiating a group's differences, businesses need to work cooperatively and creatively. This workshop draws from the insight of the rehearsal room, where performers have to find innovative ways to support each other's strengths and reach a common goal.

Explore your team's current dynamic and how it can improve through innovative rehearsal methods and directorial strategies.

Bring more awareness and flexibility to how the team interacts by exploring the use of status and storytelling.

Who will benefit from this workshop?

- New teams forming a language that acknowledges their different strengths.
- Established teams needing to revitalise their dynamic and discover new ways of working.
- Companies that want to deepen the connection between colleagues.
- Individuals exploring how to bring more of themselves into research, development and collaboration.

Workshop Timing	9am - 5pm
No. of Participants	7 - 10
Cost	€550/person

This cost includes light breakfast, mid-morning and mid-afternoon refreshments and a light lunch.

Networking, Status and Making That Connection

Professional networking is a means of building and maintaining relationships with other professionals across your industry and other industries. Networking can play an important role in career development and can help individuals to expand their knowledge, opportunities, and connections. Yet many of us avoid networking events as we do not feel at ease in a room full of strangers.

In this workshop, we will show you how you can unpack the dynamics of these sometimes stressful but ultimately useful encounters.

Brilliant stage performances come from authenticity of presence and generosity of heart. Similarly, in business, we can choose to let go of

the roles we think we need to play and imbue all our communication with genuine warmth and enthusiasm.

Using exercises and insights from actor training over the centuries, we will explore how to take more control over how you present yourself and how you interact with others.

Discover how you can increase your awareness in how you relate to space, how consciously you move and how you engage with other people. Negotiate interactions with more sensitivity by exploring the role of status in the workplace. Find more confidence in navigating the professional world through a deeper understanding of the unseen communication that is always present.

Who will benefit from this workshop?

- Anyone who has baulked at yet another networking event.
- Companies that want to shake up their internal dynamics.
- Businesses interested in exploring new ways of presenting themselves to clients and customers.
- Individuals needing to increase the range and variety of how they communicate.
- Individuals who wish to boost their professional confidence and expand their visibility
- Individuals with a curiosity about new ways of connecting.

Workshop Timing	9am - 1pm
No. of Participants	7 - 10
Cost	€300/person

This cost includes a light breakfast and mid-morning refreshments.

Speechwriting: Crafting your speech for a special occasion

Writing a speech for a special occasion can feel daunting for many people. Where do you even start?

This workshop will explore the ways you can approach the task of writing a speech using age-old rhetorical devices from some of theatre’s greatest speech writers, from Shakespeare to Brian Friel. Using the structure and tone of great theatrical speeches as a jumping off point, this workshop will offer practical tips that will make the process of writing a speech for a special occasion one that will get to the heart of what you want to say. Whether intending to motivate, to challenge, to inform or to unify, carefully pitched content empowers us to communicate with our audience in a deeper way.

This half-day workshop will give participants the chance to find their own unique, writer’s voice, experiment with different narrative structures, and explore a variety of tones and styles to make their speeches pitch-perfect. In the end, each participant will be armed with the tools to write a speech that suits the occasion and that conveys their intentions with warmth, humour and humanity. The workshop combines group work with individual coaching and feedback.

Who will benefit from this workshop?

- Anyone tasked with writing a speech to be delivered for a group at a special occasion, including but not limited to the following speeches:
- Wedding speeches
- Award acceptance
- Employee Recognition
- Retirement
- People looking to improve their storytelling skills in writing.
- Individuals looking to leverage their own unique voice and perspective in communicating.
- Anyone keen to acquire new analytical and critical skills they can apply to their own writing.

Workshop Timing	9am - 1pm
No. of Participants	6 - 8
Cost	€300/person

This cost includes a light breakfast and mid-morning refreshments.

03

Bespoke Workshops

How do our Bespoke workshops work?

We start by getting to know you and your organisation - your goals and values, We'll discuss learning needs and what you are trying to achieve and then explore how our skills can meet these. We can build a full day, half day or series of workshops. Our workshops are interactive, responsive and practical. Our offering has a proven track record, with highly experienced facilitators who will energise, encourage and transform your teams.

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Individual Coaching

Clients can also avail of our one to one coaching sessions. We work in depth on your material and how to deliver it effectively. These sessions last 1 hour 15 mins and can assist in preparing individuals for important meetings, keynote speeches and other challenging speaking engagements. They are suitable for anyone who wants to become a more polished confident speaker.

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Our Facilitators



Our Facilitators



ANDREA AINSWORTH has been the Voice Director at the Abbey Theatre since 1995 and has worked extensively with both Irish and International actors and directors. She coaches actors at all stages of their careers on voice, body text and language as part of the rehearsal process.

Over the years she has also been voice coach for most of the independent theatre companies in Ireland and taught voice, text, accent and scene study in London Drama Schools and on The B.A. Acting, Trinity College, Dublin from 1995 - 2008.

As a director, her work includes: Every Brilliant Thing, Peacock Theatre and touring, Meat and Salt, Swans Boots and Boxes, The Wolf of Winter all at the Peacock Theatre.

She designed and delivered several series of workshops on Shakespeare for teachers.

And regularly offers workshops and masterclasses for professional actors.

Andrea has worked with a large number of corporate clients, enhancing communication skills particularly in the areas of personal presence and presentation skills. Andrea offers both individual coaching and group workshops. Clients include: Northern Trust, Irish Life, IAPI, Accenture Interactive, ESB, Three Ireland, Google, Mercer, KPMG, AIB, SRI, Facebook, Smurfit Business School.

Our Facilitators



PHIL KINGSTON has been the Community and Education Manager at the Abbey Theatre since 2011.

Phil studied acting at the Central School of Speech and Drama and went on to work on stage, screen, and radio as well as writing for theatre and film. His work has appeared on English and Irish television as well as the London Fringe and the Dublin Fringe Festival.

He spent ten years as a storyteller in schools in Northern England, as well as delivering INSET training on the use of drama in teaching. He trained fundraisers in how to work with the public.

Phil joined the Abbey as Community and Education Manager in 2011 and has since helped design a variety of practical education projects for communities and schools nationwide. This includes co-designing and delivering an applied drama project for the Royal College of Physicians that is now a mandatory part of training of doctors in Ireland.

Phil has extended his skills to the corporate world where he specialises in storytelling, teambuilding and networking for many clients including Smurfit School of Business, Ulster Bank, Failte Ireland, Heineken, AIB, IKEA, Accenture, Deloitte, ESB and DAA.

Our Facilitators



GILLIAN MCCARTHY is an actress and theatre facilitator with over twenty years experience. After graduating from the BA in Acting Studies, Trinity College Dublin she performed with numerous theatre companies in Ireland and the UK, including Druid Theatre Company, the Abbey Theatre, ANU Productions and the National Theatre, London.

As a theatre facilitator and teacher, she has worked with various groups, schools and organisations including Deloitte; Glandore; the Law Society of Ireland; Co-Operation Ireland; Dublin Youth Theatre; ATC Language School; Smurfit Business School; Irish Cancer Society; the Abbey Theatre's Outreach Programme; Age and

Opportunity Ireland; the HSE and the Gaiety School of Acting

Gillian is also a qualified Life Coach, Meditation Teacher and NLP (Neuro-Linguistic Programming) Practitioner. She incorporates these modalities into all her teaching and facilitation work, with a strong focus on the importance and effectiveness of using the breath to find presence, connection, clarity and grounding.

Our Facilitators



JESSE WEAVER has worked in theatre in Ireland and the US as an actor, director, playwright and critic, and has taught performance, text analysis, and playwriting at University College Cork, Trinity College and the University of Minnesota's Study Abroad programme. He received his PhD in Irish theatre from University College Cork in 2011, where his research focus was on the role of the playwright in contemporary Irish theatre production. He is a New Work Associate at the Abbey Theatre where he identifies new writers, fosters working relationships with playwrights, and supports the development and production of new plays at Ireland's national theatre.

Our Facilitators



DARREN YORKE enjoys a rich interdisciplinary arts practice with a strong focus on improvisational theatre, or “Impro”, which he applies to the making and performance of theatre for young audiences. Hailing from Longford, he holds a BA in Drama & Theatre Studies from Trinity College Dublin and is currently

an Arts Council funded YPCE Artist in Residence at Marino Institute of Education.

While based in Canada from 2014-2016, Darren was the Education & Outreach Coordinator for The Improv Centre, where he trained extensively and performed with Vancouver TheatreSports™. Inspired by Keith Johnstone’s pioneering methodology and show formats, Darren established Grand Stretch® in 2017 as Ireland’s leading member of the International TheatreSports™ Institute.

In Sports, a playmaker leads from the playing field—instilling fearlessness, influencing game flow, initiating artful advances and inspiring team towards their shining moments. As a performer, creator, and facilitator, Darren strives to be a playmaker in the arts—venturing to level the playing field, make things happen and raise the game for theatre makers and players of all ages, abilities and backgrounds, in the sporting spirit of “it’s all to play for!”

Darren regularly delivers Corporate Workshops and Community & Education programmes with the Abbey Theatre.

Past and current clients include: The Ark, The Complex, Cluid Housing, Belong To Youth Services, Deloitte, Dublin City Arts Office / Libraries, Irish Hospice Foundations / HSE, North East Inner City (NEIC) Arts Office, SAOL Project, ShoutOut, and Youth Theatre Ireland.

Theatre highlights from the past year include: Boss Rob co-creator / performer (Cruinniú na nÓg, Dublin City Arts Office, Creative Ireland); Fergal co-creator / performer (Bualadh Bos Children’s Festival, Limetree | Belltable Theatre); Under the Tree at (Gay) Spar facilitator and director (Abbey Theatre and Belong To Youth Services); The Lighthouse at the Library facilitator / performer (Dublin City Libraries / DCC Creative Hubs); Impro (Youth Theatre Ireland, Cabinteely YT / National Youth Council of Ireland, Fun YT Theatre)

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Previous Workshops

Take a glimpse at some of
our previous workshops

Watch Here



07 Testimonials



Testimonials

"I thought the Presenting with Impact course was excellent and certainly one of the best work related courses I have ever done (if not the best). Andrea put everyone at ease in what was a very different environment from what I am used to. She focused on very specific and differing issues for each person, where the impact of her advice was immediate and significant. This was an excellent course".

Senior Investment Consultant, Financial Services



Testimonials

“Excellent workshop. Such an important skill to have and I immediately saw improvement. I got so much value out of it. I now have very good exercises and a practical application; and feel I have the awareness to spot areas for improvement and the tools to work on these areas. The facilitator gave me the tools to make my voice heard without shouting. She taught me to direct and land my voice. Sounds simple (and it is) but you have to hear it, and then work at it. And the most important thing I came away with was, to stop apologising for “taking up space”... be that time, discussion or physical space”.

Participant, AIB Corporate Banking Workshop



Testimonials

“It has been a pleasure to work with The Abbey as part of our Early Careers Leadership Programmes. It was great fun designing the sessions to ensure the participants had the opportunity to learn new skills through the lens of theatre coaching. These skills are the soft skills that they can bring into their careers as the leaders of the future. Learning the power of language, voice, pauses, physicality & improvisation are key to understanding the power of storytelling as a persuasive tool in business. The workshops were excellence and enjoyed by all. Also the attention to detail, the logistics and hospitality shown by the Abbey team has been amazing. Thank you!”

Emer Sherlock, University Engagement and Alumni Lead, Deloitte



Testimonials

“Glandore completed the communication training at the Abbey Theatre and the whole day was so impressive. As soon as we arrived, we were welcomed by Marie with a lovely light breakfast. Gillian & Phil, our educators for the day, briefed us on expectations. The Glandore team participated in a series of interactive workshops, Gillian & Phil ensured everyone felt comfortable and at ease throughout each exercise despite taking us out of our standard comfort zones. The professional & personal benefits we each gained from completing this course have been unmatched to any other communication training attended. A day of commitment, fun, engagement, team unity and being up on the Abbey stage, was of great value to the Glandore team!”

Anonymous





**To book now for our Abbey Theatre:
Skills for Business workshops, please
contact Nicola Branigan**

Email Nicola.branigan@abbeytheatre.ie

Telephone 086 1538045

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