



Improv | Acting | Comedy

**CORPORATE
TRAINING &
DEVELOPMENT**

What is Improv?

Improvisation in our theatre requires that actors play without a script. The dialogue, action, story and characters are created collaboratively by the players on the spot.

To engage an audience for our two-hour shows, three evenings each week at the Courtyard Playhouse, requires that the cast are trained to: accept and build on ideas; be positive, inspire each other, connect, take risks and most importantly, to listen.

Our Journey

Soon after the Courtyard Playhouse cast began playing shows we received corporate enquiries from impressed audience members who wanted to know 'Can you train our staff to work together like that?'

Yes And...

The more we practice and observe our craft the more we realise that the skills to be a successful improviser overlap uncannily with the desired skillset of modern, dynamic professional teams.

The Courtyard Playhouse's Learning and Development team now work hand in hand with some of the most respected business organisations in the world. We believe that the success of our business relationships correlate to our working philosophies at the theatre:

- **Content Dictates Form**
- **Beauty is in the Details**
- **Less is More**

And our professional etiquette:

- **An extensive understanding and respect for the corporate culture in the Middle East**
- **A punctilious approach to punctuality, reliability, dress and conduct**

If your organisation desires role-play specialists, teambuilding sessions or rolling bespoke programmes we would be delighted to welcome you to our unique theatre in the heart of Dubai whilst we give you a tour, drink tea and discuss your requirements.

YES AND...

Team Building

Improve your team's cohesion, confidence and effectiveness with our highly interactive one-day workshop, developing spontaneity, creativity and listening ability through improvisation. It all starts with *Yes, And...*



***Yes, And* is the antidote to workplace negativity.
This workshop encourages:**



- embracing ideas to see where they lead rather than leaping in with obstacles
- creativity and acceptance within teams, removing barriers to progress
- being present in the moment, listening carefully, and contributing freely
- adaptability and risk-taking

Content Overview

The day typically begins with participants getting on to the stage to take part in a series of ice-breaker games and exercises. Emphasis is on making connections and listening to each other. Participants will deliver short one-minute improvised scenes with partners and, using suggestions from their peers, improvise one-minute monologues. We move from short comic improvisation to more focused and sustained scenarios which tell a story and conclude the day by practicing feedback, listening skills and showing receptiveness to each other's ideas.





*What makes **Yes And** a special experience?*

- The workshop takes place at our home, the wonderful Courtyard Playhouse theatre – the perfect antidote to a corporate environment. This creative space ensures that the team is in the right mind-frame to relax, accept new ideas and embrace the practical nature of the day.
- **Yes And** is taught by our experienced ensemble actors and instructors from the theatre, who you can catch performing on stage most evenings. Where else can you tread the theatre boards with sound, light, props and music whilst you learn to listen to each other and connect?
- Our most popular workshop, **Yes And** is designed to be as fun to participate in as it is effective at bonding your team.
- Each business team is different and therefore our approach will always be tailored to your specific organisational training objectives, culture and group dynamics.

Everyone is raving about the program. They thoroughly enjoyed it.

- Mari-Ann Kucharek, Learning, Talent Development & Performance, ATIC

Key Information:

- **Yes And** is most effective as a full day workshop or rolling programme where skills can be practiced. Shorter 3-4 hour workshops can also be an exciting and unique addition to your regular team development days.
- The workshop often culminates in a showcase performance to which colleagues are invited and can therefore double up as an immensely enjoyable company event.
- Group size: designed for 12 participants.
- Estimated full day cost: from 15,000 AED - 20,000 AED including hire of the Courtyard Playhouse theatre.
- Workshops conclude with a group photo in the theatre and presentation of certificates.
- Various catering options are available.

STORYTELLING

In the Moment

Improve your creativity, innovation and willingness to take risks with our highly interactive one-day workshop developing spontaneity through storytelling



This workshop empowers participants to:



- trust their own spontaneity and intuition
- develop positive thinking and responses
- become more assertive and confident
- take the initiative
- be open and receptive to colleagues' ideas

Content Overview



After a series of ice-breaker games we test our abilities to create stories and scenes on the spot through careful listening. We use Keith Johnstone's techniques to create collaboratively: telling stories 'word at a time' or 'speaking in one voice'. We host 'the Agreement Exercise' focusing on accepting ideas and giving tips re' stagecraft: devise a new company product, name it, brand it, create a slogan, have a celebrity endorse it and create a jingle. Spontaneous monologues or stagecraft and scene work are explored in the afternoon and we conclude the day by practicing feedback and the skills of listening to each other and showing receptiveness to each other's ideas.



*What makes **In the Moment** a special experience?*

- The workshop takes place at our home, the wonderful Courtyard Playhouse theatre – the perfect antidote to a corporate environment – this artistic location ensures that the team is in the right mind-frame to relax, accept new ideas and embrace the practical nature of the day.
- **In the Moment** is taught by our experienced ensemble actors and instructors from the theatre, whom you can catch performing on stage most evenings. Where else can you tread the theatre boards with sound, light, props and music whilst you learn to unlock your creativity?
- **In the Moment** is the perfect follow-up to 'Yes, And...' or as a challenging workshop for those seeking a dynamic skills workshop.
- Each company is different and therefore our approach will always be tailored to your specific organisational training objectives, culture and group dynamics.

We learned how to deal comfortably with ambiguity, uncertainty and risk, to operate as one team to guide and to support each other, leaving no individual standing alone to face criticism, or to criticize them ourselves. We also developed our own individual skills in manoeuvring through difficult situations, or uncertainty to reach our objective.

- Ahmed Mohammed Abulhassan Brand Manager, AbbVie Biopharmaceuticals

Key Information:

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- The workshop often culminate in a showcase performance to which colleagues are invited and can therefore double up as an immensely enjoyable company event.
- Group size: designed for 12 participants.
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- Workshops conclude with a group photo in the theatre and presentation of certificates.
- Various catering options are available.

STAGE PRESENCE

Public Speaking and Presentation Skills

Stage Presence is designed to be as enjoyable to participate in as it is effective at developing your own approach to presenting. It is a unique opportunity to galvanise your team to become more relaxed, connected and focused presenters, even in high-stakes situations



**This workshop equips you with
the knowledge and power to:**



- **Treat presenting as a social activity, not an ordeal**
- **Be totally focused, 'in the moment' and alert to the mood in the room**
- **Be spontaneous and engaging through active listening and appropriate response**
- **Learn to use effective body language to enhance charisma**
- **Gain confidence in your personal style of communication and delivery**

Content Overview

Standing up in front of others to make a speech, presentation or pitch can be daunting even for the most experienced business people. In this one-day workshop we offer pragmatic, practical advice on how to present in a confident and impactful way. Participants are taught techniques from the theatre to enhance vocal projection, stage presence, articulation and pitch, and they will have the opportunity to experiment with their communication style in a low-risk environment. Through a series of practical exercises and feedback from our business and drama coaches, you will gain confidence in your ability to engage and inspire an audience.





What makes Stage Presence a unique experience?

- **Stage Presence** takes place at our home, the wonderful Courtyard Playhouse theatre - the perfect antidote to a corporate environment. This creative space ensures that you are in the right mind-set to embrace the practical nature of the day and relax enough to take risks.
- Presentation Skills courses taught by an experienced and qualified instructor, with assistance from ensemble actors from the theatre - all of whom you can catch on stage most evenings practising what they preach.
- Whether your concern is content or style, we will always meet with you beforehand to design a bespoke solution that's perfect for you. Whether it is a 'how to overcome fear of public speaking?' in a large team, or 'refining the delivery of Powerpoint presentations' individually or in small teams, we are able to offer a very broad scope of development solutions in our own unique style and always with you in mind.

We don't want you just to present the presentation; we want you to present the best version of who you are. - Helena Panayis: LAMDA Speech and Drama Coach

The participants enjoyed the workshop, it served as a team bonding experience and they gained a lot. Some who were reserved when it came to speaking / presenting in front of crowds seem to have overcome their nerves. They also learned to structure their thoughts to deliver an engaging story which will definitely be useful on a daily basis.

-Maheesha Jaliel, Senior HR Executive, Menacom

Key Information:

- The workshop can culminate in a showcase 'Speechless' performance to which colleagues are invited and can therefore double up as an immensely enjoyable company event.
- Group size: designed for 12 participants.
- Estimated full day cost: from 15,000 AED including hire of the Courtyard Playhouse theatre.
- Workshops conclude with a group photo in the theatre and presentation of certificates.
- Various catering options are available.

GETTING TO YES

Negotiation Skills

Learn and practice negotiation skills based on the Harvard Method of Principled Negotiation in a dynamic series of simulations and case studies



This workshop is designed to equip you with a specific skillset, including:



- Strengthening your negotiation position rather than accepting what is on offer
- Understanding your personality traits and tactics as a negotiator, and those of your 'opponent'
- Managing the inherent tensions of a negotiation to your advantage
- Mapping out the negotiation process to manage different levels of trust



Content Overview

Negotiation can be stressful, and demands an understanding of your own behavioural style as well as that of your opponent in order to be successful. In **Getting to Yes** participants learn and apply win-win negotiation frameworks and techniques. Participants are exposed, through a series of practical exercises, to basic and advanced negotiation skills, including internal negotiation and multi-party negotiation. With our experienced role-play actors we provide the opportunity to apply the method in tailored role-play scenarios.



What makes *Getting to Yes* a unique experience?

- **Getting to Yes** takes place at our home the wonderful Courtyard Playhouse theatre - the perfect antidote to a corporate environment. This artistic location ensures that the team is in the right mind frame to relax, be inspired and embrace the practical elements of the day.
- The workshop is taught by a professional facilitator with experience of the Harvard Business School Method of Principled Negotiation.
- The hands-on negotiation simulations are supplemented with experienced and versatile role-play actors from the theatre. This allows participants to apply skills learned throughout the workshop in a safe, supportive environment and receive immediate feedback from the actor, the facilitator and from peers.
- To enhance the relevance of the workshop we work with you closely beforehand to create credible negotiation role plays from your sphere of business.

Excellent training and an excellent trainer. I would always recommend it - the best training I have ever participated in.

- Luis Vargas Garza
Dealer Development Manager, Audi Middle East

Key Information:

- **Getting to Yes** is most effective as a two day workshop but can be done as a one day programme
- Group Size: Designed for 8 to 12 participants.
- Estimated full day cost: From 20,000 AED - 25,000 AED including hire of the Courtyard Playhouse theatre and one of our professional role play actors.
- Workshops conclude with a group photo in the theatre and presentation of certificates.
- Various catering options are available.

ROLE PLAY

Professional Role Play Actors

Role-play turns theory into practice - participants are observed in real life scenarios, offering learning and consistency in assessment



Corporate Role Play is Invaluable:



- to see a candidate perform as they would outside the interview room
- to assess staff performance with a view to giving accurate, personalised feedback
- to train new employees through practice, not theory-based learning
- to measure the level of customer service or product knowledge

Tailored scenarios will be devised around your organisation's culture and specific situations: an interview, appraisal or a meeting with a VIP client.

We have a diverse group of talented actors trained in improv' and with relevant business experience who can take on any role-play scenario in a credible and professional manner.





What makes our Role Play Actors special?

- Our role play actors are **experienced** and **versatile** improvisers who you can catch performing on our stage most evenings.
- We have extensive knowledge of a **wide range of industries**.
- Our actors are trained to give high quality and **constructive feedback**.
- We can work to a brief or design **bespoke** role play sessions with you.
- We will always **tailor** the approach to match your training needs.

Your team was superb. Our expectations were far exceeded and your team helped make the program a smashing success. Thank you for all your help.

- Kevin O'Neill, Principa, Littler

The sales consultants are just so confident to go back onto the shop floor and apply these new competencies that today, they ask me for their role plays!

-Alice Bianconi, Training Manager, Van Cleef and Arpels

There are certain things about a candidate you just can't assess from a traditional interview, for that you need a professional role play actor. The Courtyard Playhouse has been vital to our success in this region.

-Luis Vargas Garza Dealer Development Manager Audi ME

Key Information:

- **Standard full day rates per Role-Play Professional:** 3,500 AED - 4,000 AED.
- **Additional Travel cost:** 500 AED per actor (outside of Dubai but within UAE).
- Cost includes a **meeting** to discuss your requirements and **brief** the actors.
- Fees payable in advance. Standard terms and conditions apply, including cancellation charges.

BESPOKE

Development designed for you

We can build you a custom-designed programme to fit with wider aims and initiatives in your organisation



Bespoke programmes can be one-off events or rolling programmes. Approaches include:



- **In-depth assessment of talent for recruitment or development**
- **One-to-one business coaching to build self-awareness and work on specific leadership behaviours**
- **Team building for new, struggling and under-pressure teams**
- **Enrolling a 'Mystery shopper' to determine if procedures are being followed and standards met across your enterprise**

We understand that one size doesn't fit all. Whether you're a multi-national or a small business, we can work with you to produce custom-designed training that reflects the needs of your organisation.

We are the first and only professional theatre company in the Middle East to offer training in conjunction with a dedicated management consultancy, fusing our versatility and dynamism with the experience and expertise of professional business coaches.

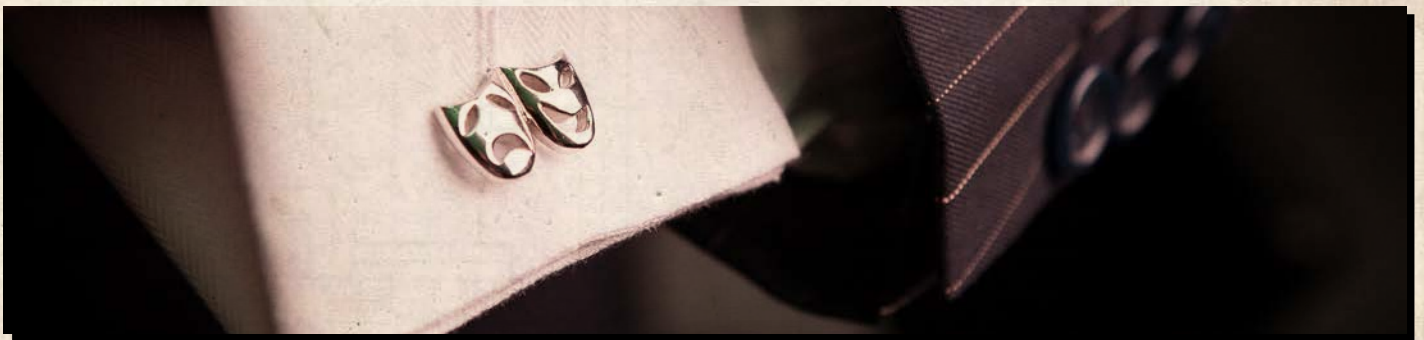
Our partners, Davos Consulting, have more than 20 years' regional experience, offer broader HR expertise and a wealth of business knowledge to complement our workshops and create lasting change. Using science as well as art, Davos Consulting offer psychometric profiling for personal and team development, using a range of tools including MBTI, Hogan, 15FQ+, OPQ and EQ.

Call us to discuss your organisation's particular development needs.

ONE TO ONE

Individual Coaching

From the significant career questions to immediate work challenges, we can work with you confidentially, one to one, to help you feel more in control and able to take your place on that corporate stage



Our highly experienced coaches can work with you on a wide range of areas, such as:



- **Raising your personal and executive impact**
- **Delivering a major presentation or chairing a conference**
- **Feeling stuck in your current career path**
- **Leading and motivating your team**
- **Finding your “professional poise” in a new, bigger role**

These are all situations where our team of expert coaches have already worked successfully with individuals at all levels and types of business and all ages, to empower them to become more confident and assured of success. We use a range of business coaching tools, theatre and improvisation techniques, behavioural, speech and communication exercises to help you in a way that standard coaching approaches do not.

We'll match your interests with the particular expertise of one of our coaches, all highly qualified and experienced, Dubai-based professionals. They include a qualified speech and drama teacher with twenty years' stage experience, and another who has run her own coaching and assessment company and is now one of the most experienced management coaches in the region.

OUR CLIENTS

Organisations we have worked with

Van Cleef & Arpels



L'ORÉAL

النابودا
للشباب



Audi



AL NABOODA
AUTOMOBILES

SIEMENS



McKinsey&Company

WESTERN
UNION

Google

دبي للبترول
Dubai Petroleum

SAMSUNG

abbvie



HSBC

ماجد الفطيم
MAJID AL FUTTAIM

ATIC
Advanced
Technology
Investment
Company



WSP

الصير
Al Seer

Zenithmedia

vivaki



Prologix

Control Risks

Littler

Employment & Labor Law Solutions Worldwide™



Starcom MediaVest Group
The Human Experience Company



HILL+KNOWLTON
STRATEGIES



MENACOM
GROUP

SAMPLE DAY

One Day Improv' Workshop

10:00 am – 11:00 am - The Icebreaker

The programme begins with a series of games and exercises designed to break the ice and relax everybody; not your average icebreaker, more of an ice-obliterator. Emphasis is on making connections and listening to each other, in addition to getting participants in the correct mind-frame to commit to the practical nature of the workshop.

- BREAK -

11:20 am – 12:30 pm - Spontaneous Improvisation

This session teaches participants key tenets of improvisation: spontaneity, agreement, confidence and trust. We test our abilities to create stories and scenes through careful listening and cooperation. This session concludes with participants delivering one-minute improvised scenes:

Player #1 Boss:	Meet with an intern to congratulate them on their outstanding performance.
Player #2 Intern:	Confess to your boss that you have run over his dog.

- LUNCH -

1:30 pm - 2:40 pm – Structured Improvisation

Participants move from short one-minute comic improvisations to more focussed and sustained five-minute scenarios. Participants concentrate on making their interpretation original, engaging and dynamic for the audience; colouring their presentations with their own unique personalities.

- BREAK -

3:00 pm - 3:50 pm – Stage Presence: Improvised Monologues

Using acting techniques from the theatre, this session gives pragmatic, practical guidelines to enhance stage presence and confidence when addressing an audience. By the end of this session, participants will be asking for a random word from the audience and delivering a one-minute monologue.

3:50 pm - 4:00 pm – Feedback Session and Presentation of Certificates

We conclude the day by practicing feedback and the skills of listening to each other and showing receptiveness to each-other's ideas. Participants circulate and greet each other with feedback

- “One thing I’ve seen you really develop and improve over the day is...”
- “One suggestion for the future that will assist you is...”

OUR VENUES

Main Auditorium & Improv Studio

The Courtyard Playhouse - get the most out of your development day



Both venues are equipped with:

- Main Auditorium: 59 red theatre seats and 24 beanbags
- Improv Studio: 35 seats
- A 5m x 7m sprung wooden stage
- A separate Green Room 6m x 5m with vanity mirrors
- A fully loaded professional lighting rig
- Professional AV equipment with surround sound and 3m projector screen
- A Snack Bar with popcorn, tea and coffee

What Makes it Special?

- The Courtyard Playhouse is nestled in the creative heart of Dubai, amongst the galleries and cafes of Al Quoz. We are located just around the corner from Times Square Centre, next door to Lime Tree Café and opposite Bounce.
- We have two theatres, each has a beautiful stage, plush seating, and are fitted with professional lighting, audio and video equipment for your use. We can supply experienced technicians to operate lighting and sound for your event or workshop as necessary.
- The perfect antidote to a corporate environment - this creative space ensures that the team is in the right mind-set to learn and develop their skills.





Every single detail in the venue is just right.

- Maher Masri, Caliber

Courtyard Playhouse is just perfect! An oasis in a cosmopolitan city, where you can enjoy a diversity of arts in a non-commercial environment!

- Heidi Struiksma

A very cosy place and such a special atmosphere where everyone who comes feels they wants to play too!

-Polina Likhacheva

Key Information:

- All of our base training fees include venue hire of the Courtyard Playhouse theatre.
- Full day corporate venue hire: Main Auditorium starts at 7 500 AED
Improv Studio starts at 6 500 AED
- Half day corporate venue hire: Main Auditorium starts at 4 000 AED
Improv Studio starts at 3 500 AED
- Hourly rate for corporate hire: Starts at 950 AED

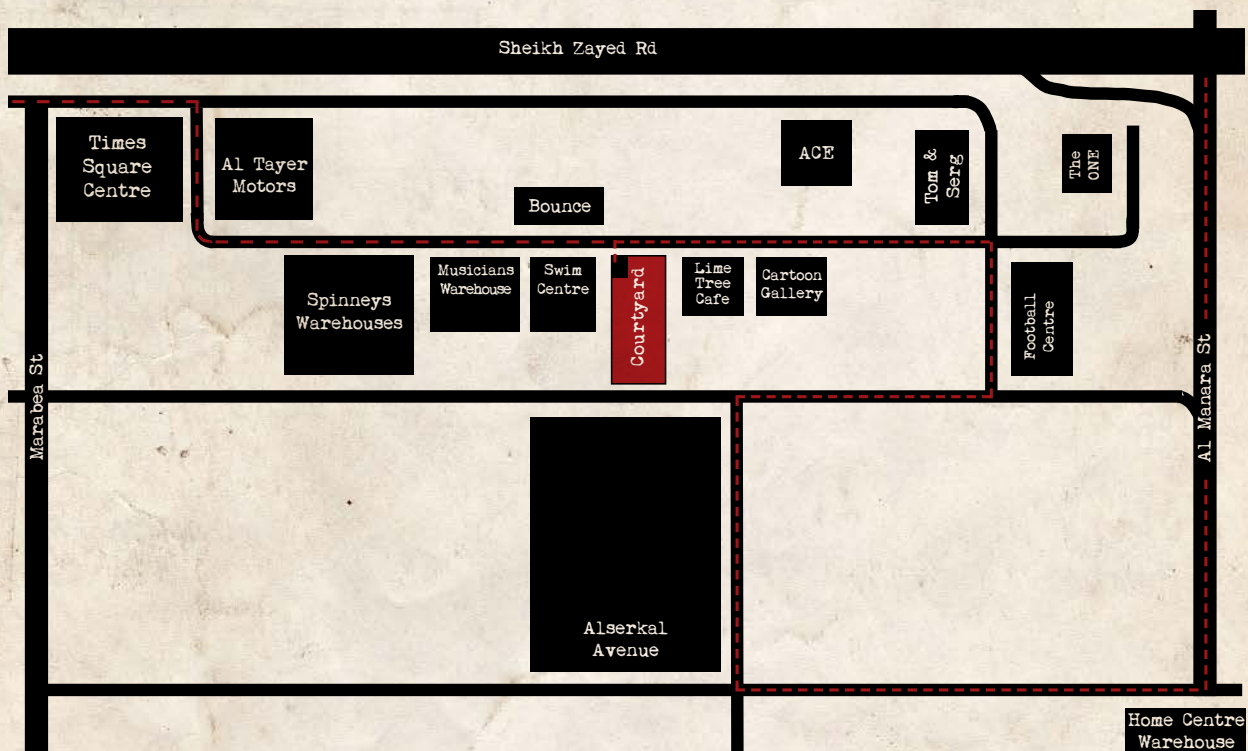
Kemsley Dickinson

Owner and Artistic Director

Kemsley is renowned for building one of the most beautiful small theatres in the world: The Courtyard Playhouse. He has raised the level of the performing arts in the UAE, from teaching the only adult acting class available in the region in 2007, to building a thriving and diverse community which we see today. Kemsley pioneered the Keith Johnstone approach to improvisation in the Middle East, becoming the first member of the International Theatresports Institute in region. He is a sought-after role play actor and balances managing a company of over 50 actors producing three shows a week with overseeing the Courtyard Playhouse's Learning and Development team.






Our Location and Contact Details



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