

Team Performance Under Pressure



Tailored executive communication programmes that strengthen leadership presence, stakeholder influence and commercial performance under pressure.

How We Help Leaders Perform Under Pressure

High performing organisations rarely lack talent. The challenge is ensuring capable people can communicate clearly, influence effectively and perform at their best when the pressure rises.

- Winning client trust and influencing decisions
- Communicating strategy and leading change
- Building credibility with senior stakeholders
- Pitching ideas, value and recommendations

This is where communication becomes a performance capability.

Where We Build Capability

Commercial Communication for Technical Teams

We help technical leaders simplify complexity, communicate with authority and turn expertise into greater commercial influence.

Strategic Communication for Senior Leadership Teams

We help senior leaders communicate strategy with clarity and conviction, creating greater alignment and action.

Sales and Account Management

We help commercial teams build trust, communicate value and influence client decisions without defaulting to price.

Talent Pipeline Development

We help high potential talent build the presence, credibility and influence required to succeed in more senior environments.

Trusted by Leaders at:



Built on the Four Pillars of Executive Presence

Pressure Regulation | Stakeholder Influence | Visual & Vocal Presence | Strategic Impact

Our programmes develop how leaders regulate themselves under pressure, build trust and influence with stakeholders, communicate with authority, and frame their expertise around the decisions they need to move forward.

Commercial Communication for Technical Leaders

Challenge

- Technical credibility without commercial influence
- Over explaining complexity
- Reduced authority under pressure

Capability Shift

- Executive presence
- Commercial influence
- Clear value communication
- Composure under pressure.

Strategic Communication for Senior Leadership Teams

Challenge

- Unclear strategic messaging
- Low buy-in across teams
- Mixed messages from leadership

Capability Shift

- Clear strategic narratives
- Leadership presence
- Stronger stakeholder alignment
- Audience centred communication

Sales and Account Management

Challenge

- Commercial conversations driven by price rather than value
- Weak value articulation
- Low trust in key conversations

Capability Shift

- Client centred pitches
- Trusted advisor presence
- Value based conversations
- Greater decision influence

Leadership and Talent Pipeline Development

Challenge

- Capability not translating into visibility
- Reduced authority with senior stakeholders
- Over reliance on external hiring

Capability Shift

- Executive communication
- Presence under pressure
- Senior stakeholder credibility
- Strategic influence

What Clients Say About Working With C4S Global

"C4S helped our leaders communicate with greater authority, influence stakeholders more effectively, and perform better in high-pressure environments."

- Director, Data Centre Solutions CBRE

97.8 Net Promoter Score

Based on 1,000+ senior leader reviews over the past five years

How We Work With Your Organisation

Discover

We identify the communication challenges, critical situations and behaviours affecting performance.

Develop

We tailor the programme around your people, stakeholders and real world communication challenges.

Embed

Participants apply the learning through practical exercises, feedback and pressure testing.

Measure

We track behavioural change, participant feedback and agreed performance outcomes.

Continue

Coaching, sustainment sessions and ongoing micro-learning help turn new behaviours into lasting capability.

Mark and Sandy de Stadler, Co-Founders of C4S Global

Together, we bring more than two decades of experience in executive communication, leadership development and human performance.

Mark has trained thousands of leaders globally, while Sandy brings a background in senior leadership and neuroscience. Together, we combine practical experience with behavioural psychology and neuroscience to improve how leaders communicate, influence and perform under pressure.



[Request a Tailored Programme Discussion](#)