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COMMUNICATION AND WRITING SKILLS | CWS-004

Business Writing Essentials: Crafting Clear and Professional Documents

UK

+44 33 000 111 90
info@informatelch.co.uk
<https://informatelch.uk>
63-66 Hatton Garden Hatton Garden
EC1N 8LE , London

NL

+31 85 74 444 46
info@informatelch.nl
<https://informatelch.nl>
Waarderweg 50 - 2031PB
Haarlem - Netherlands

Tel : +44 (33) 000 111 90

Our mailing address is:
63-66 Hatton Garden, EC1N 8LE, London

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Course content

Why Attend

In today's fast-paced business environment, clear and professional writing is essential for effective communication. This course equips participants with the skills to write concise, impactful, and error-free business documents, from emails and reports to proposals and memos. Whether you're a seasoned professional or new to the workplace, this course will help you communicate with confidence and professionalism.

Course Methodology

This course is highly practical and interactive, featuring:

- Lectures : Expert-led sessions on business writing principles and techniques.
- Writing Exercises : Hands-on practice for crafting various types of business documents.
- Peer Reviews : Collaborative feedback sessions to refine writing skills.
- Case Studies : Real-world examples of effective and ineffective business writing.
- Templates and Tools : Access to templates, checklists, and resources for immediate use.

Course Objectives

By the end of this course, participants will:

- Understand the fundamentals of clear and professional business writing.
- Learn to write concise, well-structured, and audience-focused documents.
- Develop skills for crafting effective emails, reports, proposals, and memos.
- Master editing and proofreading techniques to eliminate errors.
- Gain confidence in writing for different business contexts and audiences.

Target Audience

This course is ideal for:



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Target Audience

- Professionals who need to write emails, reports, or proposals as part of their job.
- Managers and team leaders responsible for communicating with stakeholders.
- Administrative staff who draft business correspondence.
- Recent graduates or new hires looking to improve their business writing skills.
- Anyone seeking to enhance their written communication in a professional setting.

Target Competencies

Participants will develop the following competencies:

- Clarity and Conciseness : Writing clearly and to the point.
- Audience Awareness : Tailoring messages to different readers.
- Professional Tone : Maintaining a formal and respectful tone.
- Structure and Organization : Creating well-structured documents.
- Editing and Proofreading : Ensuring error-free writing.
- Time Management : Writing efficiently under deadlines.

Course outline

Day 1: Fundamentals of Business Writing

- Introduction to business writing: Why it matters.
- Principles of effective writing: Clarity, conciseness, and coherence.
- Understanding your audience: Tailoring your message.
- Common business writing pitfalls and how to avoid them.
- Activity: Writing a short professional email.

Day 2: Writing Professional Emails and Memos



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- Structure of a professional email: Subject line, greeting, body, and closing.
- Writing for different purposes: Informational, persuasive, and action-oriented emails.
- Best practices for tone and etiquette in business emails.
- Crafting clear and concise memos.
- Activity: Drafting and revising an email and memo.

Day 3: Writing Reports and Proposals

- Types of business reports: Informational, analytical, and recommendation reports.
- Structuring a report: Introduction, body, conclusion, and recommendations.
- Writing persuasive proposals: Problem statement, solution, and call to action.
- Using visuals and data effectively in reports.
- Activity: Writing a short report or proposal outline.

Day 4: Editing and Proofreading for Professional Documents

- The importance of editing and proofreading in business writing.
- Techniques for self-editing: Grammar, punctuation, and style.
- Tools and software for proofreading (e.g., Grammarly, Hemingway).
- Peer review: Giving and receiving constructive feedback.
- Activity: Editing a sample business document.

Day 5: Writing for Different Business Contexts

- Writing for internal communication: Announcements, updates, and policies.
- Writing for external communication: Client emails, press releases, and newsletters.
- Adapting your writing style for different cultures and industries.
- Time management: Writing efficiently under tight deadlines.



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- Course wrap-up: Key takeaways and action plans for continued improvement.

Additional Notes :

- Each day includes breaks and time for Q&A.
- Participants will receive a workbook with templates, checklists, and resources.
- A certificate of completion will be awarded at the end of the course.



Seminar dates

Available seminar dates

Live dates and pricing for Business Writing Essentials: Crafting Clear and Professional Documents generated from the course details page.

Date	Location	Format	Fee
6 - 10 July 2026	Istanbul - Turkey	Classroom	€2,850.-
10 - 14 August 2026	Vienna - Austria	Classroom	€4,250.-
14 - 18 September 2026	Barcelona - Spain	Classroom	€3,850.-
5 - 9 October 2026	Paris - France	Classroom	€4,500.-
16 - 20 November 2026	Frankfurt - Germany	Classroom	€3,250.-
7 - 11 December 2026	Barcelona - Spain	Classroom	€3,850.-

Live online option

Online delivery is available at €1,850.-.