

Winning Presentations



Why?

Most surveys on stress suggest that public speaking, or presenting, is one of the most stressful situations we can face. In corporate life these days, making presentations is a common task for many. Whether we are relaying information, promoting an idea, persuading to action or selling products and services, we often find ourselves in front of a group of people who are expecting us to dazzle them with our brilliance. Those who are successful in these situations, use tried and tested methods to develop and deliver their presentations. This program is designed to help you become a winner by showing you the methods and giving you a fantastic opportunity to try out the techniques in a safe and supportive environment.

What?

At the completion of this program participants should be able to:

- Deliver effective, audience focused presentations
- Describe and use several methods for choosing and structuring content
- Demonstrate effective performing skills
- Produce and use well designed visual aids
- Demonstrate the use of several audience management techniques

Who?

Anyone who presents should attend this program including managers to senior level, individual contributors, sales and marketing professionals, consultants and facilitators.

How?

The program leads you progressively through designing, developing and delivering a presentation. It includes several opportunities for you to present to the group and receive video, peer and facilitator feedback.

This program is designed for a group of 8-10 people.

The key components of the program are as follows.

Module 1

- Introductions and overview of program
- Presentation practice 1 and feedback session
- Setting personal development objectives
- Connecting with your audience - delivery tips the 3 V's

Module 2

- Developing content
- Getting from point A to Point B
- Brainstorming, clustering and flow
- Small group rehearsal

Module 3

- Presentation Practice 2 with video and peer feedback
- Rehearsal techniques
- Review personal goals

Module 4

- Introduction to day 2
- Presentation Practice 3
- Visual aids

Module 5

- Audience management techniques
- Question response practice

Module 6

- Presentation Practice 4 with video and peer feedback
- Program review



W i n n i n g P r e s e n t a t i o n s