

Speak with Certainty

A high impact presentation skills program that will give you the tools, techniques and strategies to become a confident business presenter.

Workshop Objectives

Be a more persuasive speaker and presenter

Prepare an effective presentation in a short time

Engage with your audience to build trust and credibility

Target Group

Sales and Pre-sales Managers
Supervisors
Project Managers

Workshop Outline

Module 1: Preparing

How to be fully prepared including presentation type, audience need analysis, physical, rehearsing.

Module 2: Connecting

How to build rapport with the audience, how to build your message.

Module 3: Structuring

How to organize and structure content with quick persuasive tools including the rule of 3, thinking plans (The King Plans), and the magic of flow.

Module 4: Delivering

How to deliver an impact presentation including the dynamics of breathing, eye contact, body posture and gestures, using the pause, and how to use PowerPoint wisely.

Module 5: Listening

How to maintain rapport and connection with the audience, and how to handle interruptions.

Module 6: Questioning

How to handle Q&A with confidence, preparing for customers questions, and answering quickly and coherently.

Program Length

2 days for groups of less than 12 participants
(3 days for groups of more than 12)

Program Language:

English

