

# Advanced Presentation Skills



Excellent ideas alone do not guarantee successful presentations. Success is determined by the structure, style and confidence of the presenter.

Charisma is an alluring combination of attraction and persuasion that moves people to believe in you. To master the competence of charisma, it is important to study how a charismatic person acts. With this basic knowledge, you will be able to equip yourself with the tools required to inspire people, elicit their enthusiasm, and persuade them to look at things your way without creating defensiveness or resentment. This course focuses on the presenter and how they deliver powerful, high-impact presentations. This training event will teach you how to:

- Develop a charismatic presentation style
- Portray confidence when delivering challenging messages
- Understand where to focus your energy and effort to motivate the audience
- Use your voice and body language to create compelling and effective messages that are memorable
- Connect with and inspire the audience to take action
- Manage difficult people
- Handle objections successfully

## Who Will Benefit

This programme is designed for senior people who are looking to add an irresistible charm or charisma to their presentation style. Delegates are required to have experience of structuring and delivering presentations; however recognise a need to develop an extra dimension to enable the audience to think or act in a different way.

## Course Outline

- Portraying self confidence
- Creating 'stage' presence to capture and hold attention
- Speaking with feeling
- Portraying confidence and belief in your messages
- Using the voice so the audience feel and hear the meaning
- Talking to the right hand side of the audiences brain
- Using NLP and emotional intelligence to create compelling messages
- Speak with conviction and match your body language and expressions to what you are saying.
- Understanding your audience and building rapport
- The power of silence
- Managing your delivery style to create contrast and interest in your message



## Contact Us:

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- Aligning verbal and non verbal techniques to support the messages in a clear, logical and interesting way
- The building blocks of message construction that create compelling reasons for the audience to take action
- Applying verbal routines to make your messages memorable
- Positively handling difficult questions
- Managing difficult people
- Making your voice work for you
- Painting pictures with words
- Productive use of visual aids
- Do's and don'ts
- Speaking effectively on short notice
- Deliver a presentation
- Receive feedback and create an action plan

## Duration

2 Days



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