

Presentation Skills and Personal Impact

Recent research shows that business relationships are based on trust and personal interactions and relationships. Presentations are important to demonstrate capability but buyers are persuaded in the conversations around the presentation where options can be explored. As more people in businesses are brought into the front line of dealing with customers the more this issue becomes critical. They may be subject experts but do they have the skills to make persuasive and memorable presentations? Just as important; do they possess the credibility to get the message across and be convincing when questioned?

HIGH LEVEL LEARNING

- » This course gives people the tools and skills to make persuasive and memorable presentations and focuses on the behaviours necessary to portray credibility.
- » For inexperienced presenters this course will provide them with confidence to face these new challenges,
- » For those with experience it's an opportunity to review, refresh and refine their skills, and possibly update them

YOU WILL LEARN

- » Different audience types
- » Preparing a presentation
- » Getting the message across
- » Making it memorable
- » Dealing with nerves
- » Voice skills
- » Delivery skills
- » Tools and techniques
- » Credibility, approachability and charisma