



**One Day
Program**

Winning Presentations: Present to Influence

“Think twice before you speak, because your words and influence will plant the seed of either success or failure in the mind of another.” Napoleon Hill

The key to persuasive presentations is preparation and research to understand the audience and how best to influence them. Creating a clear and compelling presentation that has real impact is the skill of an advanced presenter.

This one-day program takes the speaker from foundational skills through to the more advanced skills of knowing how to move an audience to think, feel, learn or take action. By leveraging the existing skills of each presenter through practise and personal coaching, this program develops and hones existing personal presentation style to authentically achieve optimal results.

Pre-program work

Prepare a two minute work related presentation. Read article supplied and consider reflection questions.

What the program covers

- The physiology of a strong presenter
- Mind-mapping presentations
- How to increase audience engagement and buy-in.
- The power of emotion to move an audience to take action.
- Influential engagement techniques
- Participants receive personalised and targeted feedback and coaching on skills application
- Develop an action plan for implementation and coaching back in the workplace in alignment with the 70/20/10 methodology

Embedding Activity

Observer Feedback Sheets to solicit feedback on future presentations.

Learning Outcomes

- Demonstrate the steps to a persuasive presentation
- Model the skills to shift interaction from a one-directional delivery style to enable audience engagement
- Use creative techniques to present information in a way that increases buy-in and persuasion

Business ROI

- Improved presentations skills across the business resulting in increased call to action
- Optimised competitive advantage via overall increased effectiveness of verbal communication both internally and externally
- Successful delivery of strategic messaging throughout the organisation that creates impact and action

Who should attend?

Those with solid presentation skills wanting advanced skills to create memorable and persuasive presentations.