



Who should attend

People who give presentations as part of their role

Duration

1 Day

Presenting for Results

Purpose of the workshop

Giving presentations is now becoming the norm in most job roles, as people find themselves giving presentations to customers, colleagues, managers and clients. It is important that these presentations make an impact on the people attending and also get the important points of the message across to the audience. The Presenting for Results workshop has been designed to assist people to achieve successful business results through delivering effective presentations. The aims of the programme are to develop awareness and recognition of new business opportunities, to develop effective presentation skills and to enable the effective delivery of information to achieve well defined outcomes.

Outcomes

- The purpose of presentations
- The need for clear outcomes
- Planning strategies for successful outcomes
- Spotting business opportunities, presenting for closing the deal
- Hearing the truth, advanced listening skills
- Speaking the truth, mannerisms and body language
- Understanding USPs
- Presentation techniques
- Developing effective presentations
- Delivering effective presentations

