

Social Intelligence

Advanced Presentation Skills

This two-day course is for people who have some experience as presenters, and would like to polish their presenting style. This course is fun, challenging, (sometimes feedback is not comfortable!) effective and practical. We use the Emerge model of the four Ps, see below.

Course objectives

- Feel confident that your presentations are professional and impactful
- Give thoughtful and convincing answers to questions
- Communicate effectively through all channels – verbal and non-verbal
- Think on your feet and handle glitches gracefully
- Move to a higher level of presenting

Course outline

1. First impressions
 - Feedback – stars and flowers
 - There are 200 people in the room and I'm the only one who can't see me
 - Body language
 - The psychology of presenting
 - Presenting myths
2. Stretch goals – Emerge's 4Ps
 - Presence. Audience contact
 - Passion. Impactful communication
 - People. Pacing
 - Position. Signposting
 - Your slides.
3. Confidence techniques
 - Emotional freedom technique (EFT)
 - Power of 3 – structuring responses
 - Deferring
 - When technology lets you down
 - Treating questions as opportunities

When you deliver your prepared presentations, we give feedback and individual coaching. The presentations are videotaped so that you are enabled to evaluate your own performance.

Optional extra for groups who do presentations in a meeting setting: How to 'work a table' – deal with questions, parking lot, influencing the key stakeholders.

I have been receiving great feedback on the improvement in my presentation and training skills because of your help. Also I'm really happy to have you know that I am moving on to an official managerial position with my own team to look after.

Client feedback



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