

**High impact presenting** develops the essential skills to make presentations more effective and impactful. Making effective presentations is becoming a crucial career skill. These presentations could range from informal talks over a coffee to a complete multi-day review. High Impact Presenting is a fast, focused and flexible program that deals with real presentation needs. Participants learn how to design a presentation and deliver it with confidence. A particular focus for the program is helping people develop a unique presentation style that matches their communication style and personality.

The program runs over two consecutive days. This format ensures the new learning is measurable and sustainable. High Impact presenting begins with participants delivering a real presentation which is captured on video. Then new skills are introduced and applied to build a unique presentation style.

### Who should attend?

High Impact Presenting is for all professionals who are looking to learn presentation planning and feel more confident in making presentations. Participants bring real life presentations that they find challenging and apply new skills directly to their particular presentation issues. Anyone who needs to make presentations as part of their job role is a suitable participant for this program.

### Program outline

- Digital video feedback on presentation style
- A step-by-step Presentation Planning System from communication goals and persuasive content to structure and visual aids
- Coaching on all key presentation delivery skills including: eye contact, vocal delivery, hand gestures and posture
- Techniques for looking and feeling more confident in major presentations
- Presentation formats suitable for one-to-one and group situations
- Techniques on how to manage audience interaction and objections
- Applying new techniques to particular presentation needs

### How will participants benefit?

Participants will benefit by making confident, well planned presentations that achieve commercial outcomes.

Specific outcomes include:

- Looking and feeling more confident when presenting
- Knowing advanced techniques for using eye contact, voice modulation, movement and hand gestures
- Knowing the persuasive planning strategy of a successful presentation
- Building more coherence into technical presentations
- Developing a more versatile presentation style for presenting to one person or to groups



A fresh  
perspective  
on your  
performance