

**High Impact Presenting (HIP)** is a highly interactive one or two day program that 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. HIP 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.

By the end of the program, the participants will be able to develop and deliver high impact, persuasive presentations.

## Who should attend?

HIP 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.

## Business Benefits

The business benefits of *High Impact Presenting* are to:

- Look and feel 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.
- Be the differentiator when delivering the final sales presentation to the customer executives and decision makers.



A fresh  
perspective  
on YOUR  
performance