IMPACT! PRESENTATIONS SKILLS TRAINING
– Presentations That Leaves A Lasting WOW

(2 days)

Overview	Does you make business presentations? Do you fear making business presentations? How effective are your business presentations? If you want to succeed in today's highly competitive business environment, you need to communicate well and present yourself successfully. The ability to deliver an effective business presentation to customers, peers, and corporations is an asset that everyone should have in their portfolio in developing their careers. Delivering a presentation can be a make-or-break situation. It can accelerate a career or put the brakes on it depending on how well you articulate your points. For many, we'll this is a daunting task, and no one wants to be the presenter who is. The aim of this programme is to take participants through the entire presentation process. This practical course is loaded with examples and role-plays for participants practice what they are learning. The trainer will add live examples and case studies for the participants.
Learning Outcomes	The following fundamental NLP skills will be acquired in this program: 1. **Figuring Out People** – the ability to understand different aspects of behaviours within us and others and be flexible to get along with anybody at any time 2. **Building Rapport** – the ability to build sense of trust and engage comfortably with someone no matter how different they are to you 3. **Anchoring** – the ability to embed visual and spatial cues into the audience's unconscious to allow better retention of information 4. **Structure of Communication** – the ability to structure and deliver an effective communication of ideas At the end of the programme, participants will be able to: 1. **Innovate** your presentations by understanding your audience needs. 2. **Create** ideas for energising your presentations. 3. **Design** powerful visuals to support your presentations. 4. **Deliver** presentations effectively and effortlessly. 5. **Evaluate** and learn from your presentation experiences.
Target Participants	▪ Aspiring Executives, Executives, Management Team and High Potential Staff who needs to present their knowledge and ideas in an effective and powerful manner.
Group Size	5-20 participants

Duration	2 days
Methodologies	Trainer incorporates technologies learnt from Neuro Associative Conditioning, Neuro Action Technology and fundamental Neuro Linguistic Programming with Action Learning to create an environment where participants will be fully engaged on both conscious and subconscious level.
	Training is delivered in a highly interactive and experiential way. Concepts and background information are presented through group exercises, discussion and activities creating an environment that facilitates accelerated learning and application.
	The trainer will facilitate discussion of real issues and challenges that the participants face in their work and private lives. Each activity will be thoroughly de-briefed to link the learning to real life situations.
	Program Value Proposition
	A vast body of scientific evidence now exists on how, when, and why people say "yes" to requests. Among them is the study of NLP or Neuro Linguistic Programming.
	NLP is about modelling; studying, understanding and transferring the skills of top performers in any field. By using NLP, your people will be able to enhance their regular activity into a focussed, energetic and strategic experience.
	NLP is an advanced tool used by many successful professionals in a whole range of activities. The simplicity of the tool plus its effectiveness makes it a much sought after edge of today's professionals.
	Participants will learn, practice and assimilate these skills into their daily activities until they become unconsciously competent in these skills.
	Participants will deliver 2 video recorded presentations. 1 before and another after to measure the progress and learning of the participants. These videos also serve as a visual aid for the participants to see themselves in action.
	Trainer will also be sharing his secret vault of resource centres and materials which he uses to design and deliver presentations to audiences from over 29 countries including clients from 20 Fortune 500 companies.
Pre-Workshop Preparation	Participants shall prepare a short presentation introducing themselves. Each presentation shall be no less than 3 minutes and no more than 5 minutes in length. These presentations shall include a visual presentation of the participants preferred format.

Program Outline

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IMPACT!

- Presentations That Leaves A Lasting WOW

<div align="right">**(2 days)**</div>

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<tr>
<td rowspan="9">**DAY ONE**</td>
<td>0900</td>
<td>**Program Mandatories**</td>
<td>

Welcome
Introduction
Personal Objectives

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<tr><td>0945</td><td>**First Presentation**</td><td>**Make Your Presentation (1) – Video**</td></tr>
<tr><td>1100</td><td>**Break**</td><td></td></tr>
<tr><td>1115</td><td>**Step 1**</td><td>**Step (I) – Structuring Your Presentation**
Diamond Approach
4Mat Method</td></tr>
<tr><td>1300</td><td>**Lunch**</td><td></td></tr>
<tr><td>1400</td><td>**Step 2**</td><td>**Developing Your Presentation**
Research & Resources
Presenters' Tips & Resource
Videos, Audios, Photos, Layouts
Presenting The Steve Jobs Way</td></tr>
<tr><td>1530</td><td>**Break**</td><td></td></tr>
<tr><td>1545</td><td>**Step 3**</td><td>**Delivering Your Presentation**
Assertion-Evidence Model
Understanding The Adult Audience</td></tr>
<tr><td>1700</td><td>*End of Day 1*</td><td></td></tr>
<tr>
<td rowspan="11">**DAY TWO**</td>
<td>0900</td><td>**Mandatories**</td><td>**Welcome Back & Visual Recall**</td>
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<tr><td>0945</td><td>**Step 4**</td><td>**Spatial Anchoring**
Timelines
Stage Control</td></tr>
<tr><td>1030</td><td>**Break**</td><td></td></tr>
<tr><td>1045</td><td>**Step 5**</td><td>**Body Language**
Using Gestures to Anchor</td></tr>
<tr><td>1300</td><td>**Lunch**</td><td></td></tr>
<tr><td>1400</td><td>**Step 6**</td><td>**Stress Management**
Managing The Stress and Mind</td></tr>
<tr><td>1500</td><td>**Final Presentation**</td><td>**Make Your Presentation (II) –Video**</td></tr>
<tr><td>1600</td><td>**Break**</td><td></td></tr>
<tr><td>1615</td><td>**Final Presentation (con't)**</td><td>**Make Your Presentation (II) –Video**</td></tr>
<tr><td>1645</td><td>**Putting it all together**</td><td>**Summary and Close**</td></tr>
<tr><td>1700</td><td>**End of Program**</td><td></td></tr>
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