

Presentation Skills.

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Overview.

The rogenSi Presentation Skills Program focuses on planning and delivery skills for informative or persuasive presentations, enhancing an individual's ability to communicate with greater confidence, control and flexibility. Presentation styles are fine-tuned to develop a greater ability to inform, influence and convince.

Key components.

- Planning a presentation
- Defining effective communication
- Structure communications
- Developing delivery skills
- Analysing audiences
- Creating persuasive messages
- Developing and using visual aids
- Presentation rehearsals, critiquing and individual coaching

Challenges addressed.

- Presenting reports to management teams and boards
- Launching new products
- Presenting credentials to prospects
- Presenting recommendations to internal and external committees
- Motivating sales forces
- Presenting changes to employees

Outcomes.

- Pragmatic tools to augment current skills in planning presentations, analyzing the audience, creating key messages, and presenting confidently in front of small or large audiences
- The skills to tailor the structure, content and delivery of presentations in the most persuasive manner for each audience, environment and presentation objective
- A greater appreciation of the value of rehearsal including techniques to effectively rehearse prior to a high-stakes presentation

Duration.

2 or 3 consecutive days for a maximum of 8 participants.