

# Presenting with Impact

## Open Programme

This course will be delivered virtually.

Cost - £595 plus vat, per person

### Duration

Two, three-hour workshops (one week apart)

### Course Overview

This programme is aimed at those who are looking to develop the skills and behaviours required to deliver truly compelling business presentations. Delegates will explore how they can have real impact by displaying a powerful mix of communication and persuasion that fully engages their audience. Delegates will focus on the importance of how we connect with other people through expert knowledge, tools and techniques that are the bedrock of designing and delivering impactful presentations.

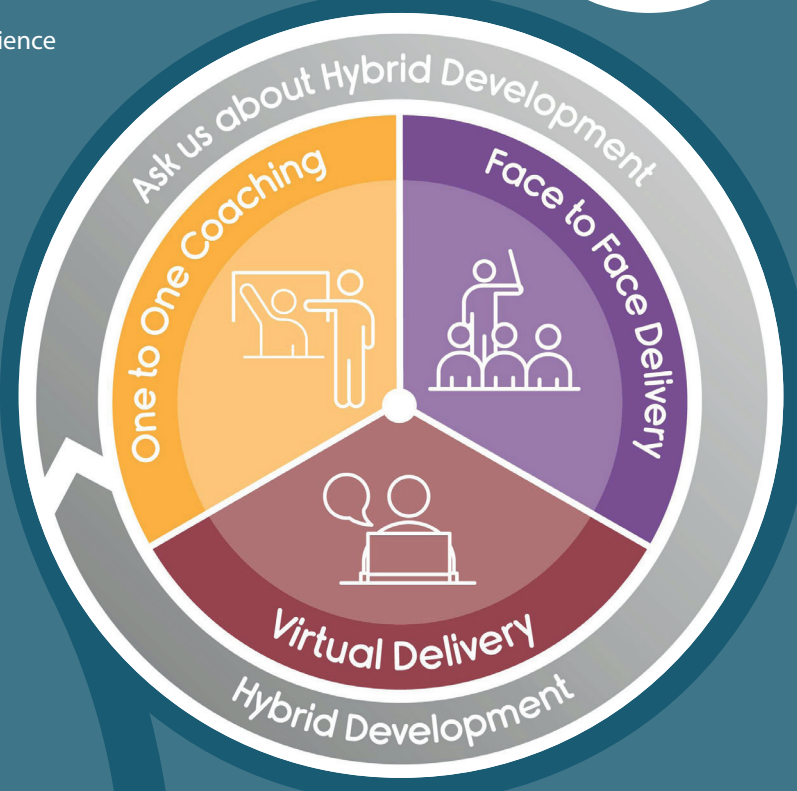
### Core development objectives covered

#### Workshop One – Designing & Building an Impactful Presentation

- What makes a good presenter?
  - Identifying what you already do well as a presenter
- Selecting the correct style of presentation
  - Client meetings, powerpoint presentation, group discussion
- Characteristics of an effective presentation
- Planning, preparation & structure
  - Building your presentation around the needs of your audience
  - Structure and content of your slides
  - Writing a strong opening & delivering key messages
  - Using powerful language
  - Preparing & using visual aids and handouts effectively
- Take your audience on a journey with you
  - Lead the audience where you want them to go
  - The content mix
  - Creating your structure and presentation map

#### Workshop Two – Delivering an Impactful Presentation

- Physical delivery & maintaining confidence
  - Building personal confidence level
  - Keeping your presentation natural & personable
  - Engaging with your audience
- State management to remain in control at all times
  - Triggering the desired state
  - Visualising your success
- Winning body language and more
  - Win your audience's attention
  - Professional gestures and stances
  - Communication & tone
- Handling Q&A sessions
  - Why do people ask questions?
  - Hints on answering different kinds of questions
  - Asking your audience questions



For a booking form please contact [kellyhatton@futureproof-training.co.uk](mailto:kellyhatton@futureproof-training.co.uk)