

Powerful Business Presentation Skills

Learning the art of powerful communication and presenting yourself in any situation with authenticity and confidence

INTRODUCTION

This advanced workshop is designed specifically for experienced speakers who want to improve their presentation skills, whether at meetings, seminars, training courses, clients presentation or larger audience functions. The focus is on dealing with tough audiences, impromptu speaking and keeping your message clear and concise while under pressure.

This workshop also explores ways to develop a positive relationship with your audience. You will develop techniques and skills for ensuring that your views are presented clearly and accurately.

We will take you step by step through the successful way to present your case clearly and concisely in pressure situations with difficult audiences.

CONTENT

Influenceing People

- Keeping your focus
- Receiving negative feedback
- Staying in the moment
- Overcoming intimidation
- Active listening
- Working with powerful language
- Getting your opinion heard
- Achieving commitment

Delivering a Presentation

- Planning and preparation
- Getting your message across
- Clear intention and outcome
- Effective use of body language
- Voice and Tone
- Clear thinking under pressure
- Reading your audience
- Responding to audience questions
- Thinking on your feet

OBJECTIVES

- Improving your ability to relay thoughts and ideas clearly and concisely
- Learning how to deal with questions from a knowledgeable audience
- Mastering eight sure-fire ways to star
- Developing techniques for dealing with difficult people with difficult questions
- Learning the art of impromptu speaking – thinking on your feet and enjoying it
- Recognizing personal strengths and the importance of non-verbal communication
- Presenting yourself in any situation with authenticity and confidence

METHODOLOGY

All of the Laser Thought™ Executive Programmes facilitated by Julian Simmonds utilize the renowned Training in the Round™ model. This workshop uses a combination of learning activities including interactive exercises, experiential group exercises, presentations and small group work. Participants will be able to acquire skills and are encouraged to take risks in accomplishing a variety of tasks.

*"If you want to have an **incredible** experience of learning and growing, and improving your presentation skills, as well as experiencing a model of **excellent** facilitation in a workshop environment, I highly recommend Julian Simmonds."*

Kimberley Wiefling
Wiefling Consultancy, USA

DESIGNED FOR

Executives, Managers and Trainers plus Sales and Marketing Professionals, who make regular presentations and want to impact and influence people with more success.

SEMINAR LEADERS



Julian Simmonds is an international marketing and joint venture consultant. During the last 25 years, Julian has focused on strategic communications and international alliance strategies involving launch plans, media presentations, conference and event planning for both the public and private sector. He has worked extensively in the USA, Hong Kong, China, Singapore, Japan, Vietnam and Australia.

Julian is Chairman of Palo Alto Media Group. The PAMG's Emmy Award-winning associates provide communications and media production, consulting and training services. As Chairman of the New Bristol Arts Centre, Julian was responsible for highly successful drama productions from 1981 to 1984. This role reflected his lifelong interest in the theatre, including writing, acting and directing. The evolution and development of his experiential training model, *Training in the Round™*, is based upon the power and energy found in the theatre.

Julian is a specialist in running cross-cultural workshops on Leadership, Communication, Innovation and Creativity. Clients in 2007 include; Mazda, AON, Euroclear Bank, Teijin, Kuraray, Works Infrastructure, British Consulate-General and UK Trade & Investment. He is an adjunct professor at Stanford University, UC Santa Cruz, CSU East Bay, Oxford Brookes, Bristol University and the Hong Kong Management Association.

More information is available online at: www.LaserThought.com

Truly experiential – Julian's courses deepen my learning by engaging me on all levels . . .

Exhilarating

inspiring and energising."

**Course Delegate
Hong Kong Management Association**



Mazz Image graduated with a Master of Art degree from the University of New South Wales, Australia. She has over 15 years experience with local and international publications and annual art exhibitions.

Through her experience with photography, audio/visual and design, Mazz provides creative services, consultancy and coaching to individuals, publications, corporations and event producers.

In the year 2000, Mazz broadened the focus of her lens to also include documentation of international parades and festivals, which celebrate the creativity and diversity of life. Images from these events are then transformed into short art films and presented at events and festivals around the world. These include: Hong Kong, Sydney, San Francisco, Montreal, Milan, Rome and London.

PAST PARTICIPATING COMPANIES

Airport Authority Hong Kong
AON
AT&T Hong Kong
Belimo Actuator Ltd
CLP Holdings Limited
Gulliver's Travel Associates
Hang Lung Properties Limited
Hong Kong Convention and Exhibition Centre
Hudson
King Fook Holdings Ltd
Orient Overseas Container Line Ltd
PLDT (HK) Ltd
Vocational Training Council

WORKSHOP MATERIALS

You will receive a copy of the course manual.

LANGUAGE MEDIUM

English

