

Business Presentation Skills

Competency 1

Shepherd & Shepherd programs in business presentation skills are designed to ensure that participant's professional knowledge is projected and enhanced (not undermined) by their presentation and public communication skills, whether presenting within their organisation or externally.

This incorporates developing skills in:

- making impactful and influential business presentations to key target groups to achieve organisational objectives;
- presenting proposals;
- promoting board and management initiatives;
- delivering information sessions or seminars; and
- generally supporting business development goals and the profile of an organisation within presentation scenarios.

Who Should Attend

Professionals and specialists who are required, or anticipate being required to give both formal and informal business and educational presentations to a broad cross section of stakeholder groups, including clients and potential client groups, management, business and industry associates. The significant advantage of this in-house program is that it will focus on the particular presentations required of your organisation and these will provide the case-studies for participants in the program.

We will focus on the individual skill levels of participants as well as developing the organisation's key message strategy when seeking to promote individual proposals and organisational initiatives.

Outcomes

On completion of the program participants will have acquired skills in:

- presenting to targeted audiences with greater stylistic competence (e.g. energy level, eye contact, gestures, movement & vocal issues);
- projecting credibility and energy that complements and highlights your professional knowledge;
- reducing and rechanneling nervousness;
- researching, designing and writing business and educational presentations that support and secure the organisation's business objectives;
- balancing and incorporating audio/visual aids in your presentations; and
- facilitating discussion and handle Q.& A. sessions following presentations.

Participants: 6 to 8 person maximum

Duration: 2 Days (commonly integrating individual coaching sessions)