

PRESENTATION REENGINEERING

2-Days Program



Pitching your company products? Positioning your brand? Selling a new idea to the management? Presenting a problem case with a solution that could change the face of your company? Or simply telling others what you're worthy of. All of these have one thing in common, Presentations. This DOOR program focuses on the creator: the presenter, the creation: the presentation and the context: the audience. Make winning presentations with confidence, conviction, control and charisma.

**Presentation
Reengineering**



Topics

- + Purpose and need for presentation skills as professionals
- + Components of a dynamic presentation
- + Protocols for an effective presenter
- + Tips and tools to structure and position your content
- + Ways to manage audiences
- + Storyboarding on powerpoint
- + Using techniques to build credibility and weightage to your business presentations

Training Objectives

At the end of this training you will be able to:

- 1 Understand the components, need and purposes of presentations
- 2 Learn ways of structuring your content
- 3 Explore ways of being spontaneous and effective as a presenter
- 4 Build professional credibility to your presentations
- 5 Learn strategies to map and manage your audiences

Duration

2 Days

BE SO GOOD, THEY CAN'T IGNORE YOU.

#PRESENTATIONREENGINEERING

Program Schedule

DAY ONE

Introduction to the world of presentation

- + Presentation as a science, art and craft
- + Need for professionals
- + Important terminologies and differences
- + Components of presentations

Structuring your content

- + Swan or duck
- + Pine tree technique
- + Setting objectives and outcomes
- + Start and close
- + Public speaking structure

Presenter protocols

- + Elevator pitches
- + Global presenter protocols
- + Critical skills and roles
- + Owning the stage
- + Being spontaneous

DAY TWO

Positioning your content

- + Storyboarding on MS Powerpoint
- + Shortcut tips and tricks
- + Presentation formats and guidelines
- + Customizing your content
- + 5 must-use techniques

Managing your audience

- + Pre-presentation check
- + Engaging audiences
- + Personalization
- + Using anticipation points
- + Handling objections and questions

Building credibility

- + Build credibility as a professional
- + Credibility of content and collaterals
- + Brand credibility
- + Personal scorecard, measures and action items

More information

If you would like to discuss any one of our programs please contact us.

T +49 (0) 611 157 59 00

E info@doortraining.com