

Not another boring presentation - learn how to captivate your audience.

netzwerk

managementberatung
coaching

Presenting concepts, ideas, and projects, but also the company, services, and products to employees, colleagues, customers, or business partners in a convincing and effective manner is a routine part of many jobs these days. Unfortunately, only 3% of presentations captivate their audiences, while more than 80% are dull and boring.

Our aim is to ensure that your presentations are among the 3% that captivate and engage their audiences. During the 2-day workshop you will learn how to efficiently prepare a presentation and tailor it to specific audiences. You will overcome your stage fright and learn how to enjoy giving presentations. In short: you captivate your audience and win them over not only with what you are saying but also with how you are saying it.

Benefits

- ▶ You strategically plan your presentations and convincingly present your own ideas
- ▶ You use presentation media appropriate for the target audience
- ▶ You overcome your stage fright and remain confident when asked tough questions
- ▶ You captivate and engage your audience

Added bonus

During the workshop, you will be working with two experienced coaches. All presentations are videotaped. After each recording, you will receive personal feedback in an individual coaching session.

Feedback

- ▶ „I reached the goals I had set for myself at the beginning of the workshop. I noticed positive results very quickly.“
- ▶ "This workshop is different from any other workshop out there. From now on, I will be passionate about my presentations and captivate my audience."

Methods

The workshop uses the accelerated learning method. This means the following:

- ▶ During the workshop, **you** (the participant) **will be active 80% of the time**. You will combine theory with practice.
- ▶ We employ a variety of methods to ensure that all channels of perception are stimulated—this **increases learning success**.
- ▶ Our training is based on situations you encounter in your daily professional life. Therefore, you will be able **to directly implement the answers and solutions** you develop during the workshop.
- ▶ The workshop includes all four psychological learning steps, from mindset to skills. **Through frequent practice**, also in front of a video camera with subsequent individual analysis, and live coaching, your strengths are reinforced and new approaches and behaviors become second nature. **This ensures sustainable learning success**.

Workshop dates

April 3-4, 2019, TUM Martinsried

Your instructors



Sabine Walter, executive coach: studied Business Administration and has 10 years' experience in assisting executives and junior executives with their personal and professional development. In this context, she practices different presentation and conversational situations with her clients.

The entrepreneur confidently and passionately encourages her clients to trust their own strengths — always with the goal to unlock further potential to become even better in the long run.

More than your run-of-the-mill presentation skills workshop.

Workshop agenda

FIRST DAY (9:00 a.m. - 6:00 p.m.)

- ▶ **Welcome and introduction**
- ▶ **Fundamentals of compelling presentation**
 - Internalize rhetoric fundamentals
- ▶ **Market yourself convincingly**
 - Learn about a structure of a compelling presentation
 - **1st presentation:** Market yourself convincingly
 - Feedback discussion and video analysis (individual coaching)
 - Gender-specific communication
- ▶ **Present yourself credibly**
 - In-depth discussion about how to present yourself credibly
 - Learn how to address different target groups and how to speak purposefully
 - **2nd presentation:** Credibly and confidently present a project
 - Feedback discussion and video analysis (individual coaching)
- ▶ **Communicate complex information in an easily comprehensible manner**
 - Learn about good visualization techniques and how images can convey emotions and information
 - Learn how to use different media
 - **third presentation:** Communicate complex information in an easily comprehensible manner
 - Feedback discussion and video analysis (individual coaching)
- ▶ **Summary, knowledge transfer & outlook**

SECOND DAY (9:00 a.m. - 6:00 p.m.)

- ▶ **Welcome, review day one, introduction day two**
- ▶ **Confidently present information off the top of your head**
 - Confidently present unfamiliar topics
 - Speak effectively and react flexibly
 - Use your full range of skills and tools during your presentation
 - **4th presentation:** Confidently present information off the top of your head
 - Feedback discussion and video analysis (individual coaching)
- ▶ **Answer questions confidently**
 - Consider questions a gift, not an attack
 - Create a safe environment for questions
 - Learn which structure you can use to confidently steer questions in a certain direction
 - Practice how to handle tough questions
 - Learn how to remain persuasive even when you face resistance
- ▶ **Sell new ideas to others and infect them with your enthusiasm**
 - Bring together what you have learned
 - **5th presentation:** Excite and inspire others
 - Feedback discussion and video analysis (individual coaching)
- ▶ **Zusammenfassung und Transfersicherung**

Your instructors



Tim Wagner, communications expert: Tim has developed numerous concepts and has worked as an author, instructor and coach for research centers, foundations, company executives, and political as well as judiciary leaders. He teaches managers/decision-makers how to clearly and convincingly communicate their ideas and objectives and thus develop long-term perspectives with their cooperation partners.