

# Core Skills Programme

## Advanced Presentation Skills

### Course Outline

#### **Introduction**

In a highly competitive marketplace where so many messages are being delivered and so much information to be retained it is vital to make the right impact in a professional and persuasive way. This advanced programme provides tools and coaching to the presenter who needs to make the most impact.

Not for the faint-hearted – this is a challenging programme designed to hone your skills for even the most demanding presentation audience.

#### **For**

People required to make sales presentations to customers and/ or presentations to high level internal audiences.

Delegates are likely to be reasonably experience presenters who now want to enhance their skills through a more challenging programme.

Prerequisites: Basic presentation skills and training as well as sufficient experienced of developing and delivering high level presentations

#### **Objectives**

The aim of the course is to give delegates the tools and coaching to enhance their presentation skills.

#### **Course Content/ Learning Components**

The programme will primarily be devoted to practicing a major presentation that delegates will be required to present and revise throughout the course.

Delegates will present this on day one, and revise it in the light of the learning, input and personal feedback that they get. On day two they will represent their revised presentation and receive detailed feedback on their improvements, and further coaching to consolidate their learning.

Note that although this course may refer to using PowerPoint during presentations, it is not a PowerPoint training course.

#### **Behavioural Competency Addressed**

The following primary competencies and success factors will be addressed in the course:

- Communication: Delivery Through People
- Working with Others: Building Relationships

#### **Duration**

This is a two day course.