

Hi Impact Presentation Skills

28 April 2023 02:00 PM - 28 April 2023 05:00 PM

Brief Overview:

In business every conversation is a presentation. Every meeting, every one-to-one, every time your people speak to others – virtually and face-to-face, they're presenting. Whether the setting's formal or informal, internal or external, being skilled at public speaking is a must-have not a nice-to-have – it's essential. Mumbling in a monotone or simply reading from slides isn't acceptable or professional.

Only a small number of people find public speaking easy, but everyone can learn not only to endure presenting but to enjoy it. Success depends upon being able to present ideas concisely and clearly with confidence and conviction – whether it's a regular team meeting, a major sales pitch or an update to the board.

Develop your presentation skills to transform yourself from inexperienced speaker to skilled presenter through planning and practice. Learn how to captivate your audience and improve at presenting your ideas with conviction, control and without fear.

Session content:

- Making presentation interesting and key messages
- Turning a speech outline into speaking notes
- Preparing by rehearsing, adhering to a time frame, and speaking from notes
- Maintaining control during the presentation
- Balancing verbal and nonverbal messages
- Using pace, projection and posture in our presentation
- Reducing stress and speaker's anxiety
- Using visual aids and support materials
- Interacting with the audience
- Dealing with difficult audience behaviour
- Handling questions from the audience

For Whom:

- General Manager, Regional Managers, Account Managers, Sales Managers, Business

Development Managers, Sales Representatives, Sales Engineers, Field sales representatives, Inside/Outside Sales Teams, Sales & Marketing Support teams, Sales Professionals, Business owner, & Entrepreneur

Professional who needs to develop their presentation skills, speak in front of groups, pitch ideas to colleagues or management, or have little or no experience presenting in public, this programme is for you

Key Takeaways:

- **Understand** how to develop the 'wow' factor and be more charismatic
- **Communicate** with clarity and conviction
- **Use** verbal and nonverbal elements to drive home your point
- **Use relaxation** techniques to overcome nervousness
- **Expertly** handle difficult questions and situations

Facilitator profile:

Rohit is a professional salesperson and a passionate trainer.

Rohit has over 25 years of demonstrated excellence in Sales, Leadership development of executives and teams. He has held key leadership level positions in small to medium-sized companies prior to graduating into his roles as consultant and coach.

A sales growth expert his mission is to help 100K sales, where people feel proud of being in a sales profession.

Having an exposure to facilitate the workshop for different nationalities like Denmark, Poland, Finland, Germany, China, Malaysia, Egypt, Singapore, Philippines, Vietnam, Indonesia, UAE, UK & US

Certifications and Training

- Certified NLP in Sales, Headgear Labs, UK
- Successful Negotiation, Univ. Of Michigan, US
- Certified TEIQ Practitioner, Thomas International
- BELBIN Team Roles, CERT, UK
- Myers-Briggs Type Indicator (MBTI), CPP, Asia Pacific
- Occupational Personality Questionnaire (OPQ32r), SHL
- Certified Trainer for "Situational Leadership II", Ken Blanchard, US
- Hogan Certified Practitioner, Hogan System, US
- E-DISC Accredited, DISC Assessments
- FIRO-B Certified, CPP, Asia Pacific
- Professional Retail Management Course (PRMC)

Fee Details:

- **Fee Details**
- Member amount : Rs 0.00- (Including 18%GST)
- Non Member amount : Rs 0.00- (Including 18%GST)
- Total Member count :