



Powerful Presentations

Course Outline



SPARTAN
Allied Services

Deliver Results - Create Value

Program Overview

This two-day workshop focuses on enabling the participant to deliver presentations that stick and are effective. It zeroes in on the most basic (but often unused) concepts of presenting and gives the participant practical tips on creating his or her personal presentation style. By completing this course, the participant will be equipped to present in any situation, from the boardroom to the elevator.

Duration

2- Day Program

Learning Objectives

At the end of this training, participants will be able to:

- Understand the basic concepts of presentations
- Know how to prepare for presentations of any kind
- Know how to deliver the best type of presentation
- Experience conducting presentations to a live audience
- Conduct and receive live feedback on their presentation skills

Target Audience

- Business Leaders, Executives and Professionals
- Sales Executives and Managers
- Technical Managers who need to conduct presentations
- Any professional who would want to be able to conduct powerful presentations

Program Structure and Outline

This course is highly interactive comprised of actual lectures and several hands-on activities.

- The basics of presentations
 - Your mantra on presentations
 - Types of presentations
 - Learning styles
 - Andragogy
- Developing your presentation
 - Understanding the constraints
 - Location
 - Duration
 - Medium available
 - Number of Participants
 - Demographics
 - Formulating your content
 - Modular Approach



- Ladderized Approach
 - Spiral Approach
- Maximize your medium and tools
- The 4P's in presenting

- Conducting Presentations
 - Your first 30 seconds
 - Reeling them in
 - Your last 30 seconds
 - Common pitfalls in presenting
- Presentation Drills
 - Elevator Pitches
 - Sales Presentation
 - Boardroom Presentation

Due to the nature of this course, the number of participants is limited per run.

Why Choose SAS Management Inc.

We Deliver Results

SAS Management Inc. has consistently proven its capability to deliver and exceed our clients' expectations. We are the only PEOPLECERT® Accredited Training Organization (ATO) in the Philippines. Our pool of consultants and trainers are seasoned industry veterans who have above average qualifications and certifications such as Business Management, Process Improvement, and Organizational Development Programs.

We Create Value

SAS Management Inc. believes in ensuring that our services meet the intended needs of our clients. To us, it is more than just providing training and consulting but rather ensuring that these are the things that our clients really need. This is why SAS Management Inc. is probably the only training provider that does a thorough needs assessment prior to providing a proposal. Our goal for every proposal is to CREATE VALUE for your organization.

SAS Management, Inc. is affiliated and endorsed by the following organizations:

Key Affiliations/Accreditation	Key Partner Programs	Key Partners
 	 	    
		   

