



Schulich
School of Business
Executive Education Centre



**Virtual Classroom
Program**

Redesigned
to deliver even
more value in an
**engaging and
interactive online
format!**

Improving Presentation Effectiveness

What you must know to make all your presentations powerful, compelling and persuasive in a virtual and in-person business world.

SEEC Moments of Insight include:

Avoiding “death by PowerPoint” by moving beyond bullet points with powerful analysis tools to create powerful slides.

Controlling voice and mood to speak/move with purpose, authority and confidence and stay on track no matter what.

Getting the desired results from every presentation by defining what you really want to happen and including an offer.



**Register for
an Upcoming
Session:**

Please see website for upcoming session dates.

**Our Participants
Say it Best:**

"The course provided relevant, key concepts & techniques that I can use in my role. Informative take away & learning."

Laura De Filippis,
VP, HR People & Culture,
Glen Dimplex Americas

"This course provided so many valuable tools that I can easily apply to several situations in my profession. Whether it be how I present myself sitting in a meeting or executing a presentation to a room of 50 people. It brings awareness to ourselves and the small details that can have an incredible difference."

R. Van Lare,
Marketing Coordinator,
Napoleon

"A wonderful, helpful 3 days that breakdown our presentation skills to help with tactics, fear busters, ideas and an overall "clean up" of our current presentations."

Jane Flemming,
Business Development/
Marketing
Communications
Manager,
Brady Canada



21 PDU*



21 CPD

Register Today / Complete Details

<https://seec.online/13256>



Schulich
School of Business
Executive Education Centre



The only presentation course managers and executives need.

Business people often say the presentation of any report or concept is as important as the content, in some cases even more important. This program will closely examine the “**ingredients**” of a **successful presentation** and offer practical insights on how to improve your personal skills. **It is not theoretical - it is a hands-on learning experience designed to provide actual practice and rehearsal** in using the new tools in group presentation situations. Participants will learn both **how to create presentations that get rave reviews**, and **how to get their recommendations approved and vigorously supported**.

Top Take-Aways

1. **Reduce up-front preparation time** for any report, meeting or briefing
2. Ensure **greater approval and commitment** to your ideas and recommendations
3. **Be powerful, professional and authoritative**, in spite of presentation jitters
4. Deal brilliantly with **unexpected challenges and questions**
5. Create **compelling and dynamic dialogue** with your audience
6. **Guide your presentation** to get a discussion started and keep it moving!
7. Present powerfully to any audience, including executives, clients, and senior decision-makers

Teaching Approaches

During this interactive workshop, each participant will prepare and deliver short, original presentations. Using a mix of mini-lectures, communications exercises, drills and practice, participants will learn:

- Effective audience analysis and audience planning; setting presentation objectives and outcomes; adding personal value
- Speaking persuasively about any topic; cutting preparation time in half; organizing a presentation that persuades
- Comfort with voice, gestures and movement; reducing nervousness and jitters; presenting powerfully to senior and executive audiences; responding to challenges and questions

Instructor Profile

Diana Kawarsky, MA, CCP, is a senior training & development professional with more than 20 years of experience. A specialist in professional effectiveness and team success who has worked with over 15,000 clients to date, she is an energetic, results-oriented individual, and takes pride in influencing the human side of business.

Overview of Learning

Setting Audience Expectations

- Why fear of presenting is not your biggest challenge!

Delivering Remote Presentations

- How to use multiple technologies/platforms to engage geographically dispersed teams: Zoom, Adobe Connect, MS Teams, Webex, etc.

Achieving Your Desired Outcome

- How your virtual choices & your audience impacts presentation success

Delivering Persuasive Presentations

- Speak persuasively about anything; authority, “intention” and control; rivet your audience’s attention

Curiosity: The Secret Weapon of Persuasion

- How to overcome resistance; how to deal with challenging and difficult questions; satisfy audience needs and get a positive response

From Verbal Impact to Visual Impact

- Tips and guidelines for on-screen effectiveness; success factors for PowerPoint

Presenting to a Variety of Audiences

- What to do online to make your purpose known and actionable offline

Putting Your New Skills into Action

- Managing presentation stress; practice strategies for audience interaction; how to use stories, humour, facts and examples for impact

Meeting Management Overview

- Ensuring your presentation is located in the best meeting possible through applying meeting best practices and strategies

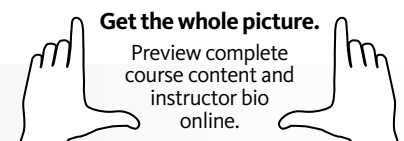
Continues online

Dates & Locations:
Please see website.

Registration Fee:
\$3,250 + applicable taxes

Complete registration details at:
seec.online/FAQ

Technical Requirements:
seec.online/techreq



Complete Details / Register Today

<https://seec.online/13256>

Tel.: 416.736.5079 | 1.800.667.9380
or email exceedinfo@schulich.yorku.ca