



INFORM. INTEREST. INSPIRE.

INFLUENTIAL PRESENTATIONS

OWN THE STAGE WITH
STYLE & CONFIDENCE

BY

INFLUENCE SOLUTIONS

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER

DEVELOP MASTERFUL COMMUNICATION

Experience the unique action-based learning methodology, which has empowered thousands to communicate and present influentially.



KEY BENEFITS

- 🎤 Leverage your strengths to communicate powerfully to your stakeholders and audience
- 🎤 Rapidly plan and prepare presentations that get your point across with clarity and brevity
- 🎤 Use storytelling elements so people connect and care about your message
- 🎤 Employ visual, verbal and vocal mediums to enhance your presentations
- 🎤 Use the laws of influence to enhance your impact
- 🎤 Present confidently to small and large groups
- 🎤 Handle questions like a pro, and leverage on them to get deeper buy-in

WHO WILL BENEFIT?

- 🎤 Doctors, scientists and technical professionals who present data-laden, scientific topics to internal clients or external audiences at conferences in an engaging and memorable manner
- 🎤 PR and communication professionals who handle media and other audiences with clarity and professionalism
- 🎤 Top executives and business leaders who handle crisis communication with calm and confidence
- 🎤 Civil servants and politicians who handle large public audiences or media effectively
- 🎤 Managers who present influentially to their teams, as well as senior stakeholders
- 🎤 Sales professionals who make powerful pitches to audiences or one-to-one
- 🎤 Job aspirants who want to engage interview panels impressively

PROGRAMME AGENDA

A TWO DAY MASTERCLASS, WITH A ONE-DAY PROGRAM OPTION

SETTING THE STAGE

- Introductions and rapport
- Approach and methodology
- Establishing expectations and calibrating confidence
- Silent camera - Capturing your authentic presence

MAKING IT REAL

- Reflections and realisations
- Uncovering personal strengths and potential - The reveal : Personal Videos
- Bulletproof presentation experience
- Think on your feet, naturally

BUILDING BLOCKS OF INFLUENTIAL PRESENTATIONS

- Understanding your stakeholders and audience
- Rising 3 levels to influence and impact
- 6 ways of structuring for clarity
- 8 powerful ways to engage the audience

OVERCOMING OBSTACLES & HANDLING QUESTIONS

- Identifying three common obstacles
- Understand your personal barriers and how to overcome them
- 5 step approach to handle any question with ease

THE SCIENCE OF STORYTELLING

- Ignite your inner storyteller
- Understand the science behind stories
- Craft your stories that makes the audience connect, care and act on your message

LIVE PRESENTATIONS

Delivering an actual work presentation

- Individual (final) presentations
- Hone your confidence and ability to influence
- Expert and peer feedback
- Elevating presentations that inspire action and achieve personal/business outcomes

CONGRUENCE AND CREDIBILITY

- Aligning visual, vocal and verbal indicators to achieve congruence
- Using slides effectively to aid visual storytelling
- Honing your executive presence to leverage on the power of influence
- Leveraging on word psychology to lead audiences' minds

REVIEW AND REFLECTION

- Suggestions to enhance success
- Achieving ROI : Capturing personal milestones and personal transformation
- The biggest realisations
- The road ahead: Action plan and affirmations for influential presentations

OUR FRAMEWORK HELPS PEOPLE & ORGANISATIONS TO ACHIEVE VISIBLE RESULTS

1. **SUPPORT TO SUSTAIN THE DESIRED TRANSFORMATION.** The best of programmes often fail to achieve sustainable results since the push and pull of daily life overwhelms participants. We help to sustain the transformation by providing long-term, continual support and reinforcement through:

- a. Pre-work and reflection before the workshop that help people plan their learning.
- b. Reflection Reminders sent to every participant 4-6 weeks after the workshop.
- c. Learning Journey Buddy arrangements
- d. Letters to self
- e. Follow-up one-to-one coaching, if required.

These inspire people to stay focused on achieving personal and organisational goals.

2. **EMPOWER INDIVIDUALS TO EMBRACE LEARNING.** Our solutions are based on the belief that all human beings are born creative, intuitive and intelligent. We help people to realise that true mastery lies in exploring viewpoints beyond their own, and the continual application of learning.

3. **ALIGNMENT OF PERSONAL AND ORGANISATIONAL GOALS.** People become invested in the success of a program when they understand it is about their personal and professional success.

4. **SHOWCASING VALUE.** People take action only when they fully appreciate the value of doing so. Our programs highlight and demonstrate the practical benefits of the topic.

5. **THEORIES INTO ACTION.** No matter how powerful a theory, it delivers little value unless people are able to convert it into **simple, repetitive** and **visible** actions that help them to achieve the desired results.

6. **HIGH APPLICATION TO THEORY RATIO.** Our programmes are highly experiential, with a 30-70 knowledge-application ratio. We employ a blend of training and coaching to ensure every participant gains:

- a. CLARITY - In understanding and applying the key concepts
- b. CONFIDENCE - In implementing these concepts and ideas
- c. COMMITMENT TO ACT - Leaving with a clear, personally chosen action plan

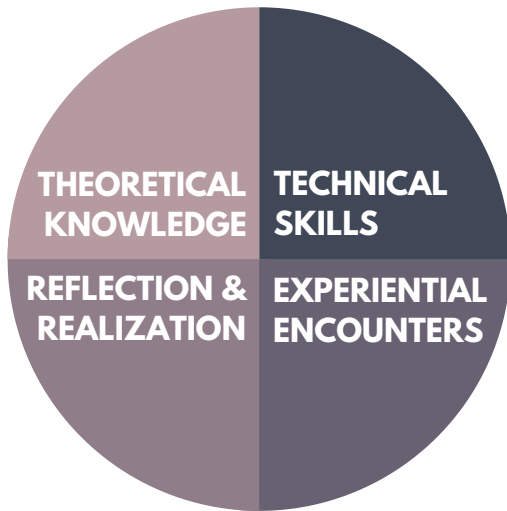
This ensures participants leave every workshop with a simple and well-defined action plan, which they can use naturally and effortlessly.

7. **FLEXIBLE FORMATS.** To ensure optional learning and the least work-disruptive experience, our programmes can be delivered in a variety of formats - from 2-day masterclasses, to one or half-day workshops, 60-minute keynotes, or a customised blend of face-to-face and online learning.

COMMUNICATE TO INSPIRE AND INFLUENCE

OUR ACTION-BASED LEARNING METHODOLOGY

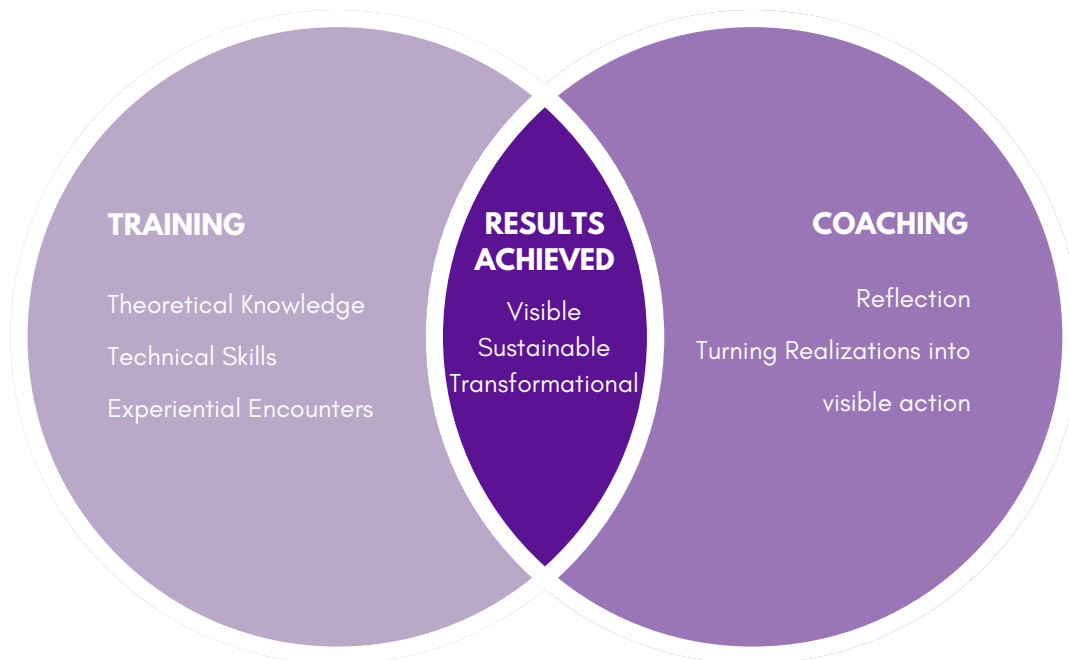
The foundation of all our programmes is a unique Action-based Learning Methodology designed to produce lasting, personal, relevant, and actionable realisations.



The Action-based Learning Methodology has four distinct modes of knowledge production: theoretical knowledge, technical skills, experiential encounters, and reflection and realisation.

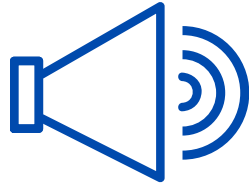
The use of these multiple methods to engage and challenge participants generates the buy-in, commitment, and connection needed to ensure sustainable transformation, and thus, the increase in profitability and productivity.

OUR ACTION-BASED LEARNING METHODOLOGY



Our unique action-based methodology enables participants, not just to expand their horizons by seeing other concepts, but also to identify Simple-Repetitive-Visible actions, which they can use to implement the concepts, at work and in their personal lives.

ENABLING YOU TO ACHIEVE WINNING OUTCOMES



IDEAS ARE ONLY AS POWERFUL AS THE
MANNER IN WHICH THEY ARE COMMUNICATED

INFLUENCE SOLUTIONS

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER
Future-ready. **I**nnovative. **R**elevant. **S**trategic. **T**rusted.

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