

PRESENTING FOR RESPONSE

INTENSIVE AND ACTIONABLE
RESULTS FOCUSED
PRACTICAL TIPS AND TOOLS

A person in a dark jacket and pants stands on a rock in the foreground, looking out over a calm lake towards snow-capped mountains. A large, flowing blue graphic element, composed of many thin, parallel lines, arches over the person and the lake. The overall scene is serene and contemplative.

streamwise
L E A R N I N G



PRESENTING FOR RESPONSE

IN COMPANY
for teams up to
8 we can tailor a
program for you.

1 day interactive presentation skills program and opportunity to practice with purpose

Course Duration

1 Day Workshop

Delivery Mode

Face to face, Interactive
and Non-residential

Price

\$1,150 + GST

The 1 day Presenting for Response program will equip you with the knowledge and skills to match your impact with your intent. It will reveal how and what works in communication. You will learn how to bring your individual strengths to life, understand the power of storytelling to engage your audience, and how to map presentations for clarity, response and understanding using a proven mapping tool.

Learning Outcomes:

- A lift in your presentation performance
- Structured messaging for clarity and understanding – in all forms of communication
- Achieve designed and desired responses to presentations and pitches
- Heightened persuasion and audience engagement
- Increased confidence in your ability to present

Is this program right for you?

This program will enable you to:

- Achieve your personal best when presenting
- Bring your individual strengths to life
- Map messaging to ensure audience response
- Drive audience engagement and impact
- Learn from objective feedback to lift your self-awareness, your performance and results

This program is for:

- Individuals whose role involves presenting to colleagues, clients or other stakeholders
- Leaders and managers who want to be more impactful and better engage their teams
- Sales executives and account managers looking to improve their pitching skills



WORKSHOP OVERVIEW

Topics:

“Mind” - revealing how and what works in communication, nailing the ‘WHY’ and learning to map presentations for clarity with use of a practical tool and working on a specific presentation challenge relevant to you

“Heart” - storytelling with feeling – unfolding the anatomy of stories and understanding what drives emotions with the use of a practical story

“Body” - language with intent, body language, voice and words, how to listen and how to manage an attack of nerves

“Spirit” - Understanding personal branding and techniques to connect with audiences and different behaviour types, managing objections and difficult people

What's Included:

- Mapping tool and course notes
- Morning tea, lunch and afternoon tea
- Internet access

Our Facilitators:

Our facilitators are experienced practitioners with a robust mix of academic, learning and development, and front line practical expertise. We believe the development of future leaders in business is an on-going need that flourishes in businesses that have a learning environment which builds on experience, exposure and education opportunities and embeds learnings, skills and behaviours back into the workplace.

Contact:

For more information about the program or any general information about Streamwise Learning please contact:

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Payment Options:

We require full payment to be made upfront prior to attending the learning program.

Payment options we offer include:

- Credit Card (Visa/MasterCard/Amex)
- Direct Deposit (EFT)
- Cheque

CASE STUDY



Situation

The CEO of a non-profit start-up business needed to pitch a large audience for funding of a new project that would make a significant difference to the success of the business.

Course of Action

The CEO made a successful application to The Funding Network (TFN) to present for 6 minutes to an audience of over 100 potential donors with the aim of raising at least \$10,000. The CEO was coached to develop a presentation and practice by attending a workshop using the methods and tools in the Presenting with Impact program.

Results

On the night of the presentation, the audience was so engaged by the presentation and the ability of the CEO to answer their questions, that donations reached over \$20,000 on the night and the organisation was able to go ahead with the project. And in addition to the funding, members of the audience volunteered to continue to support the CEO with connections to other funders and services to help the organisation succeed in its mission.



“People don’t buy what you do; they buy why you do it.”



- Simon Sinek