



Performing in the Spotlight

Performance in Presentations



“There can be no transforming darkness into light and apathy into movement without emotion”

Carl Jung

Overview

This workshop series is designed to provide an opportunity for leaders to create a more personable influential performance style when presenting to key stakeholders, whether formal or informal.

It would suit those who have to deliver regular internal presentations, external presentations to clients, such as pitches, as well as conference style deliveries.

It will address the needs of leaders to communicate strategic intent in a more confident, creative and engaging way.

Intended Outcomes Day One

- Understanding the fundamentals of engaging an audience.
- Confidence in impromptu speaking, “thinking on your feet”.
- Use of story telling and metaphor to engage hearts and minds of audience
- An understanding that influence is behavioural not just verbal. That Credibility, Trust, Likeability are the key drivers of influence.
- Personalising the corporate message and developing a personal style
- Self –awareness when presenting to groups
- Understanding the impact of non-verbals in communication
- The ability to utilise stance to centre performance and to manage emotions in self and others
- Breath control, voice projection, improving vocal tone and articulation
- The ability to project authority and assertiveness through vocal control.
- Dealing with nerves
- Video Playback and performance feedback

Intended Outcomes Day Two (Optional)

- Emotional Intelligence and Communication
- The “emotional objective” coupled with the “factual objective” what do you want the audience to “feel “ when they leave the room to motivate a powerful call to action.
- Appreciating different audience styles and adapting the design and delivery to suit
- The first 2 minutes engaging the audience immediately: creating a frame and an innovative opener
- The use of stories and metaphors to communicate strategic intent
- Creative use of Power Point and other media

Training Methods

The training session(s) will draw heavily on a series of enjoyable yet challenging interactive exercises, using **experiential learning** techniques, individual performance practise and personal coaching to highlight behavioural issues related to the way we communicate and to assist in bedding down skills.

Most learning activities draw on the fundamental techniques that actors use to develop self-confidence in expressing themselves, self and social awareness of ones impact, and emotional self-management. They allow the participant to experience more “insightful moments” when developing new skills.

Reflection

Participants will be given ample opportunity throughout the session to reflect on their responses to learning, practical experiences and relevant applications of material and skills introduced.

Written Materials/Keeping a Record

Theory and written materials will be provided in a participant workbook, which will also provide specific areas for participants to keep a record of responses to activities and allow them to develop an action plan.

Video Feedback

Video is used to record interactive portions of the session, providing powerful and immediate feedback for participants to reflect on to begin the action plan process.

Telephone or email follow up will be available as well as ongoing coaching if required.