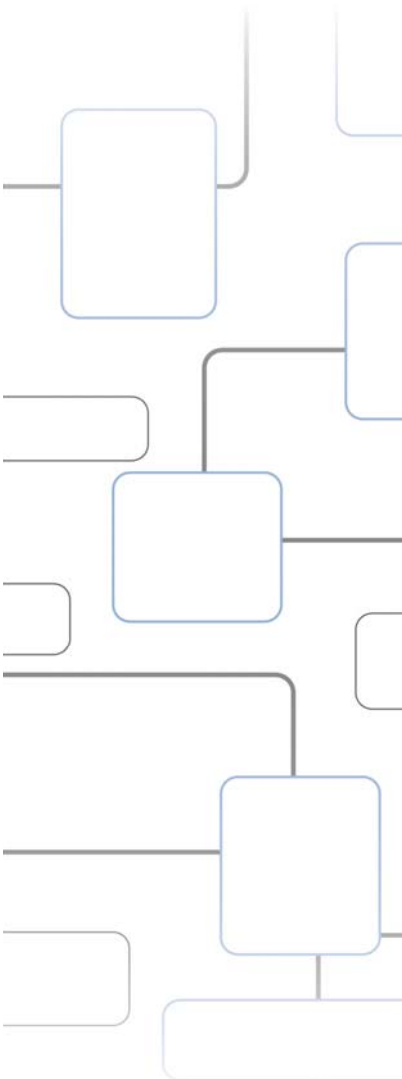


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DEEP IMPACT PRESENTATION



Course Outline

COURSE SYNOPSIS

"Great Sales People Are Great Presenters." Former PM Tun Mahathir, Presidents George Bush, Mahatma Gandhi and Mother Teresa are some examples of great presenters who leaves their audiences captivated for a long time. The notion also work remarkably well vice versa; "Great Presenters Are Great Sales People". When are we not talking about 'sales' if we it is not the very objective for our presentation? Are we not presenting to 'sell' something that we have? An idea, a project, a product...etc.?? Every one of us have a unique presentation style and it's up to use to discover out uniqueness that will impress the audience the distinctive way. A great presenter is a great show person too, he leaves a trail of desire in the audience that moves them towards the direction that the presenter wants. If William Hung can captivate the world, do you think you can't?

COURSE OBJECTIVES

Deep Impact Presentation (DIP) aims to "correct the incorrect" in presentation techniques that has become a habitual stuff more than just being incompetent. The objectives of this course are to discover the natural "show person" in each of the Participants before equipping them with practical skills in preparation, audience analysis, effective presentation skill, charisma building and ensuring post-presentation results.

WHO SHOULD ATTEND

This course is most suitable for all personnel who are involved in the persuasive business through dynamic presentations, e.g. Trainers, Managers, Executives and practically just everyone who needs to present to their Superiors, Customers and the mass at large.

DELIVERY METHODOLOGY

This program will take on a multi disciplinary approach using both the theoretical and participative approaches. Participants will be systematically exposed to a series of lectures, actually case study, team assignments, roles plays and experiential learning games.

COURSE CONTENTS

PROGRAM DAY 1

The Fundamentals In Effective Presentation

- The Process of a Presentation
- Preparing and Strategizing The Script
- Vocal Command

Preparing For The Presentation

- Outlining and Organizing Your Speech
- Using Audio Visual Effects
- Using Creativity
- Charisma Building

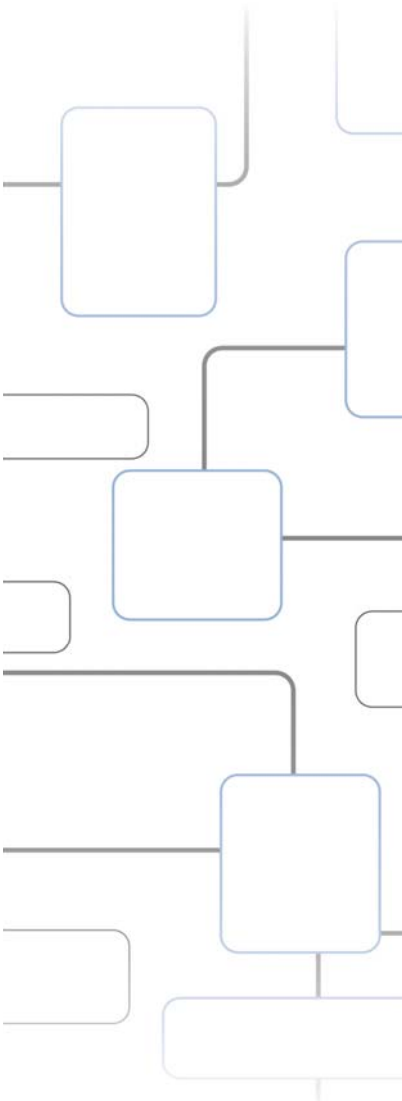
Off-Stage Review and Audience Analysis

- Understanding The Cultural Impact
- Demographic and Psychological Expectations
- Logistics Planning and Audience Layout
- Contingency planning

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DEEP IMPACT PRESENTATION



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No. 9 Lorong Tongkozu, Mile 5,
Jalan Tuaran, Kolombong, 88450
Kota Kinabalu, Sabah, Malaysia.

PROGRAM DAY 2

Words That Work...and More!

- Effective Public Speaking
- Presenting A Simple As ABCDE
- Basic Body Language
- Charisma Projection

The Powered Presentation

- Do and Don't In Power Talk
- Using Analogies
- Establishing AIDAN
- Involving The Audience

Closing A Presentation... and After That!

- Using 3Rs for Closing A Presentation
- How To Make The Audience Asking For more
- Sneak Previews