

Sharpening Your Point

At-A-Glance

This powerful one-day program is designed for how people today give presentations or lead discussions—seated, virtually, and more informally. The focus is around how to open a discussion concisely, credibly, and convincingly and move and control the discussion that follows. The results? Enhanced credibility and managerial courage.

Outcomes	<ul style="list-style-type: none">• Practice and apply the skill of “eye connection” to reduce nervousness, connect with the audience and stay focused• Apply a 5-step process to position your message/discussion and answer three questions all listeners want to know:<ol style="list-style-type: none">1. Why Am I Here?2. What Do You Want Me To Do?3. Why Should I?• Apply methods to avoid “data dumping” and staying focused on the broader messages and ideas• Develop your message using a visual planning tool to help keep you and your audience organized and clear• Handle challenging remarks and questions calmly and clearly• Bring your discussion to life by reducing or eliminating Powerpoint slides• See yourself as others do with 3 video tapings and personal coaching
Target Audience	Anyone who needs to ensure that they are perceived as credible and confident when speaking in individual or group situations. The methods work well in a variety of contexts—update meetings, project meetings, and communicating with senior leaders.



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