

Smart Presenter

Developing and Delivering
Effective Business Presentations

A two-day workshop

By

Bumblebee Leadership Academy



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If you don't know what you
want to achieve in your
presentation,
your audience never will.

-Harvey Diamond
Author and Businessman



Just try new things. Don't be
afraid. Step out of your comfort
zones

We need to do a better job of
putting ourselves higher on our
'to do' list.

-Michelle Obama



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Smart Presenter Objectives

At the end of this workshop, delegates would be able to

- Take a strategic and result oriented approach to designing and delivering presentations
- Structure the Presentation based on the intent (Intent can be to influence, inspire or inform and instruct)
- Present and articulate the Ideas with Confidence and Clarity



Smart Presenter For Whom

- Business Managers and Project Managers – To make effective presentations to influence or inspire
- Professionals in the sales and pre-sales functions
- Entrepreneurs and Business Owners pitching their products and solutions
- People who are required to make presentations to Customers or internal customers
- Training, L&D and teaching Professionals
- Any one interested in developing and enhancing public speaking and presentation skills





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Contents and Session Themes

- Developing Executive Presence and Gravitas
- Beyond First Impressions - The 4Cs Essence of Effective Presentation
- Enablers and Barriers to Presentation Effectiveness
- Making Presentations that Deliver Results using PACT Framework (PACT - Purpose, Audience, Content, Tools and techniques)
- Structuring the Presentation - CPD Model
- Connecting with the audience and create win-win interactions and outcome - Audience and Presenter Personality Analysis;
- Managing difficult audience and dealing with objections
- Tips and Techniques - Powerpoint's power features, Multi-media, Effective Data Representation, Data visualization and visual appeal, Elevator Pitch, Story telling, and Small talk
- Key Elements of Effective Delivery - Energy, Body and physiology, vocal, visual, storytelling
- Do's and Don'ts in Virtual Presentations
- Cultural Intelligence for presenting to multi-cultural audience



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Key Highlights



- Structured approach with practical methods
- Skill Practice - (a) Opportunity to prepare and practice (b) Opportunity to receive and give feedback
- A combination of Analytical and Psychological Aspects of Presentations of Presenter and Audience
- Learning Process – Highly interactive and experiential, blended with well interspersed Facilitator's inputs; Energizers and elements of fun-n-learn
- Personalized and one-on-one Coaching for specific needs as identified by the delegate or facilitator
- Pre-program assignment and interaction (optional)
- Post-program support and guidance (optional)



Smart Presenter Program Information



- Event Date
 - Apr 11 and 12 @ Hotel Halcyon,Bangalore
 - May 09 and10 @ Chennai
- Course Fees - Rs.14,000/- (includes course fees and materials, breakfast and lunch) + GST;
- Special pricing for multiple nominations, and special needs; Contact the undermentioned for details
- To register, send via email - Names with designations, company name, email ids to the email ids mentioned below
- Participants are eligible (optional) for free membership to Bumblebee Club, Bumblebee Club is a community to enhance professional growth and personal mastery. Club membership offers opportunities to access to business leaders and network with professionals, Bumblebee Buzz bulletin, and special pricing offers for Bumblebee programs.





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The greatest danger
for most of us
is not that
our aim is too high
and we miss it,
but that it is too low
and we reach it.

-Michelangelo



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