

Presenting for Results

A professional development program



In today's economy, "soft" non-financial factors such as interpersonal skills bring return to investment. In an environment of rapid change, success depends on your ability to take the floor and make your case. This lively professional development program moves quickly from theory into practice.

Objectives: This program gives you the opportunity to

- Develop and sequence messages get the desired response
- Recognize sources of interference and avoid them.
- Practice intensively in an environment that combines trust and pressure
- Select and use multi-media support to increase impact

Human Capital, Knowledge Management and the Challenge for Presenters

Economic shifts and what they mean for presenters

Message Development and Targeting

Determining what you want to say
Honing your main and supporting messages
Figuring out your audience and their felt needs
Tailoring your message to your audience
Secrets of language, sequence and repetition

Beyond words: The other 93%

The success of a presentation is the response you get
First impressions really count!
Body language
Projecting energy with your voice
A picture saves 1000 words
Death by PowerPoint?
Respect time, respect people

Connection....not Perfection

Walking your talk
Stage Fright: Getting the butterflies in your stomach to fly in formation
Why your audience wants you to succeed
Managing question and answer sessions
Moving your audience to action.

Before your organization launches a new program, product, or campaign, prepare with *Presenting for Results*. Give your team the opportunity to practice intensively and benefit from the multiplier effect of peer feedback. Final presentations can be recorded on video for one-on-one coaching.

Call us. We'd like to hear about your goals and help you reach them.



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