

# Masterful Presentations

Speak with confidence and get your audiences' attention!



Leadership  
Strategies 

## Why It Works

This course provides critical foundation skills for speaking with authority and effectively influencing others. It focuses on “preliminary work,” from understanding the audience and preparing the message, to successfully impacting the outcome of a presentation and the confidence with which it is delivered.

Our PDI signature approach to content delivery is incorporated throughout.

- Practical success strategies and skills relevant to your needs
- Dynamic instruction from energetic facilitators that engage your interest
- Interactive opportunities to present three times during the session, using a variety of speaking scenarios and receiving feedback.

## Learn How To

Gain the skills and the confidence you need to deliver great presentations. Improve your presentation content and enhance your interaction with — and impact on — the audience.

## AGENDA

### DAY 1

- Opening and Getting Started
- Masterful Presentations – A Vision
- The 1st “D”: Masterful Delivery
  - Connecting with the Audience
 Exercise #1: Connecting with the Audience
- The 2nd “D”: Masterful Design
  - The Key to a Successful Opening Every Time
 Exercise #2: Opening
- The Body and Checkpoints
  - Exercise #3: The Body and Checkpoints
- Review and Close Day 1

### DAY 2

- Review Day 1
- Masterful Design (Part II)
  - The Conclusion
  - Masterful Q & A Sessions
- Masterful Delivery (Part II)
  - Knowing Your Audience
  - Masterful Communications with DISC
  - Masterful Practice Sessions
- The 3rd “D”: Avoiding the Danger Zones
- Design and Delivery in the Danger Zones
  - Exercise #4: Applying DISC / Avoiding Danger
- Review and Close Day 2

## Ideal For

- **Executives / Managers / Facilitators / Trainers /**
- **Consultants / Sales Professionals / Analysts /**  
**and anyone expected to speak before groups**

## Duration

Two days

## OBJECTIVES

- Learn how to structure a masterful presentation
- Discover proven presentation techniques and best practices behind each of the three “D’s”: Design, Delivery, and avoiding the Danger Zones
- Develop one masterful 15-minute presentation
- Practice and provide constructive feedback in a group setting

### The Instructional Method

The course employs powerful interactive learning concepts to keep the course participants constantly feeding back what they are learning:

- Instead of using lecture as the standard teaching mode, the course instructor engages participants in explaining highlighted points, and the instructor then expounds as necessary to reinforce comprehension.
- Our instructors are themselves consultants, not trainers, who have superb instructional skills. They personalize the material by sharing samples of their own experience at relevant points.
- As techniques are reviewed, the instructor uses “backward build-up”; that is, the instructor constantly asks the participants questions about material previously covered in order to build up comprehension.
- Team quizzes requiring rapid decision and action are used to vary the pace and increase comprehension during lull times (e.g., early afternoon).

The cumulative result of employing these techniques is the creation of a learning environment that encourages participation and requires constant attentiveness (participants never know when they will be called on). Past participants have commented that the pace is fast, fun, and intense.

**Give us a call  
when you're ready  
to Level Up!**

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