

# ENHANCING YOUR PRESENTATION CAPABILITY AND SKILLS WORKSHOP

**1-Day Training Course: A practical, interactive and immersive workshop from presentation planning to delivery**

27 February 2020 • Perth

24 August 2020 • Brisbane

9 September 2020 • Sydney

28 October 2020 • Melbourne



**Our Expert  
Course  
Instructor**



**Isabel Deeble**

Isabel is a communication specialist who is an entertaining and compelling presenter, effectively engaging her audiences and leaving them enthused to take personal action to enhance their leadership, persuasion and negotiation skills.

## Key Learning Objectives

- ▶ Create and deliver compelling presentations which engage and influence
- ▶ Get your message across with clarity, confidence and credibility
- ▶ Use visuals that add impact and don't detract from your delivery
- ▶ Handle questions and objections effectively
- ▶ Enhance your career profile through capabilities in speaking and presenting

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## ABOUT THE COURSE

From planning a presentation to delivery, this program will take the form of a workshop that is practical, interactive and immersive in a "safe" environment. It is ideal for those who are presenting to management, direct-reports, peers, clients and suppliers and who wish to improve their capacity to engage and influence through their speaking skills. There will be opportunities for peer and facilitator review, self-evaluation and a practice field for application and integration of the skills and processes.

## WHAT OUR CLIENTS SAY

*"Knowledgeable and engaging. Presented the course in a very logical manner and provided lots of real life scenarios and examples."*

Portfolio Analyst, **Asset Allocation, Super Investment**

*"Engaging, respectful, extremely knowledgeable and excellent mix of theory and group interaction."*

HR Business Consultant, **Energex**

## Would You Like To Run This Course On-Site?

### Informa Corporate Learning: On-site & Customised Training

If you have **8+** interested people, an onsite course can be an ideal solution. Speak with **Anton Long** or **Holly Baldwin** on **+61 (02) 9080 4455** to discuss your customised learning solution, or email **training@informa.com.au**



## OUR EXPERT COURSE INSTRUCTOR



**Isabel Deeble**

With over 29 years' experience in research, consulting and training Isabel conducts numerous corporate programs and one on one coaching in leadership and communication for private and corporate clients.

University trained and with an extensive background in performing arts, Isabel has credentials, experience and accreditation in presentation skills, behavioural styles, interpersonal communication and visual credibility.

Isabel has also been trained in the USA in internationally recognised principles of influence and persuasion. Isabel applies these principles to her content and processes as they are critical to effective leadership negotiation. Isabel also incorporates learnings and insights of Neuro Linguistic Programming (NLP) into her training and consulting. She is an accomplished public speaker and is vice-president of the National Speakers Association of Australia (NSW).

She is a communication specialist who is an entertaining and compelling presenter, effectively engaging her audiences and leaving them enthused to take personal action to enhance their leadership, persuasion and negotiation skills.

Isabel has been a consultant to The Dept of Foreign Affairs and Trade training SE Asian trade commissioners and senior members of the Ministry of Education in China. Her current clients range in size from one-person businesses to large merchant banks. Current clients include Ernst and Young, Dept of State and Regional Development, Swiss RE, Macquarie Bank, WorkCover Authority, Global Medical Solutions Australia and LJ Hooker.

Course attendees benefit directly from the 'take-away' useful skills they learn. Isabel ensures that her workshops are practical, interactive and produce change-oriented outcomes. She is passionate about helping her client's project confidence, credibility, competence and personal power to achieve success in leadership.

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## 1-Day Course Outline

### Module 1: Influencing through a compelling delivery style in speaking and presenting

- Refine your speaking delivery style to engage, connect and influence
  - Dynamic voice – pitch, pace, pause, volume, vocal tone, rapport
  - Hand gestures – clarity of message
  - Eye contact – engage all
  - Energy – be the energy you wish to see
  - Body and movement - physiology of excellence
- Get your message across with clarity – a key tool for impromptu speaking
- Move for purpose to aid pertinent points
- Create a positive first impression
- Increase confidence and credibility

### Module 2: Influencing through content and structure

- Master a key tool for briefings, short reports and action plan statements
- Design a longer presentation such as a conference keynote
- Connect and influence through bringing content to life

### Module 3: Influencing through your narrative presentation style

- Key ways to connect with an audience
- The elements of storytelling for a memorable message

### Module 4: Influencing through framing and handling objections

- Handle questions and objections effectively, avoiding defensiveness
- Use framing as a tool for maximising outcomes
- Use language patterns to influence
- Anticipate questions
- Present at meetings with confidence and flair

### Module 5: Going beyond PowerPoint to influence and engage

- PowerPoint is not your content – less is more
- Current best practice in design of slides that are clear and affective

### Take-away checklist

- Key tools, models and concepts



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## Easy Ways to Register

**1 Web**  
www.informa.com.au/presentationsskills

**2 Telephone**  
+61 (02) 9080 4395

**3 Email**  
training@informa.com.au

## Stay Connected



## Enhancing Your Presentation Capability and Skills Workshop

	Location	Course Dates	Super Early Bird price valid until PE - 17 Jan 20 BR - 17 Jul 20 SY - 31 Jul 20 ME - 18 Sep 20		Early Bird price valid until PE - 14 Feb 20 BR - 14 Aug 20 SY - 28 Aug 20 ME - 16 Oct 20		Standard price valid after PE - 14 Feb 20 BR - 14 Aug 20 SY - 28 Aug 20 ME - 16 Oct 20			4+ Dels Discount
P20GC21PE	Perth	27 Feb 20	\$1,495 + \$149.50 GST	<b>\$1,644.50</b>	\$1,795 + \$179.50 GST	<b>\$1,974.50</b>	\$1,895 + \$189.50 GST	<b>\$2,084.50</b>	\$1,436 + \$143.60 GST	<b>\$1,579.60</b>
P20GC21BR	Brisbane	24 Aug 20	\$1,495 + \$149.50 GST	<b>\$1,644.50</b>	\$1,795 + \$179.50 GST	<b>\$1,974.50</b>	\$1,895 + \$189.50 GST	<b>\$2,084.50</b>	\$1,436 + \$143.60 GST	<b>\$1,579.60</b>
P20GC21SY	Sydney	9 Sep 20	\$1,495 + \$149.50 GST	<b>\$1,644.50</b>	\$1,795 + \$179.50 GST	<b>\$1,974.50</b>	\$1,895 + \$189.50 GST	<b>\$2,084.50</b>	\$1,436 + \$143.60 GST	<b>\$1,579.60</b>
P20GC21ME	Melbourne	28 Oct 20	\$1,495 + \$149.50 GST	<b>\$1,644.50</b>	\$1,795 + \$179.50 GST	<b>\$1,974.50</b>	\$1,895 + \$189.50 GST	<b>\$2,084.50</b>	\$1,436 + \$143.60 GST	<b>\$1,579.60</b>

### Privacy Policy & Updating your Details:

Please visit us online at [www.informa.com.au/privacy](http://www.informa.com.au/privacy) for a full privacy policy. Database amendments can be sent to [database@informa.com.au](mailto:database@informa.com.au) or phone **+61 (0) 2 9080 4017. ABN: 66 086 268 313**

### Informa Corporate Learning – On-site & Customised Training

Informa Corporate Learning has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants.

If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

### Why Choose On-site With Informa Corporate Learning?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

### Our Long Standing Clients Include:

ActewAGL, Ajilon, Ambulance Victoria, ANU, Arrow Energy, Australian Super, Barrick, BHP, Chevron Australia, Coffey International, ConocoPhillips, CSIRO, Dalrymple Bay Coal Terminal, Department of Education, Department of Planning, Electricity Generating Authority of Thailand (EGAT), ENI Australia, EY, Fortescue Metals Group, Health Purchasing Victoria, IBM, IP Australia, Jemena, Litmus Group, Metro Trains, Office of the National Rail Safety Regulator, Origin Energy, Pacific National, PT Freeport, Public Transport Authority – WA, QGC – BG Group, Queensland Rail, Rio Tinto, Romgaz, SA, South Australia Health, Telstra, Transport & Infrastructure, UBS, Woodside and more...

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