

## Developing Leadership Presence and Power

### DAY 1

#### Influencing with Integrity

- The Art of Building Lasting Rapport
- How to Identify Behavioural Traits and React to Them
- Audience Focused SMART Objectives
- Researching the Audience and Responding to Behavioural Patterns
- Create Trust and Commitment in Colleagues and Clients
- The Secrets of Charisma and Confidence

### DAY 2

#### Creating the Right Message

- What makes a speaker appear powerful?
- Harnessing and Controlling Nerves in a Creative Way
- Techniques to Influence Others
- The Techniques and Secrets of Top Presenters
- Improving the Power of Your Message
- The Rule of Three – *Using a Message House*
- Conscious and Sub-conscious Messages

### DAY 3

#### The Importance of Body Language

- Assertiveness: The Importance of Good Eye Contact, Stance and Confidence
- Body Language and The Part it Plays in Presentations
- The Non-verbal Impact of Presentations
- Using the Body to Create Impact
- The Importance of Gestures
- Rehearsal, Notes and Memorisation

### DAY 4

## Effective Use of Voice and Tone

- The Vocal Skills of Top Presenters
- Increased Emphasis, Tonality and Tonal Marking
- Breathing, Vocal Resonance Projection and Pitch
- The Power of the Pause and Speed Variation
- Language Patterns and Mutual Respect
- Keeping Your Audience Interested, Engaged and On-side

## **DAY 5**

### Perfecting the Planning Process

- Venue Considerations and Why they are so Important
- The Differing Skills For Small or Platform Presentations
- Content and the Message the Audience Receives
- Visual Aids: What Are They and How They Should Be Used
- Presenting for Maximum Impact
- How to Handle the Media