

WOW Presentation Skills Using NLP (Neuro Linguistic Programming) 2 Days

Details of the program

Date : 14th- 15th May 2020

Time : 9am – 5pm

Venue : Concorde Hotel, Kuala Lumpur

Fee : RM1,500.00



Overview

Most executives and Managers have to make presentations to clients (internal or external) and at work have received less or no training. Most executives and Managers have to make presentations to clients (internal or external) and at work have received less or no training. Yet any presentation demands specialist skills, especially when you have complex or technical concepts to communicate or you are using a second language.

No matter how good or important a message, if it's not delivered in an interesting and effective way, chances are it won't be heard at all. Strong presentation skills can advance a career. Poor speaking skills can ground a rising star. In this program, participants who consists of mostly Technical personnel will learn how to conquer the 'stage' and deliver presentations that get results including powerful techniques of NLP (Neuro Linguistic Programming) in winning the audience (this includes 'persuasive language' communications to get that technical data across. From dynamic introductions to powerful closings, participants will have an opportunity to learn the proven Persuasive & NLP presentations model during this workshop to practice and refine their presentation skills.

Learning Outcomes

- Identify the expectations of a presentation by staffs
- Boosting confidence before and during presentations.
- Describe an audience analysis and why it is a needed step in a presentation.
- Master the skills of 'active listening' and paying attention to body languages
- Overcome fear (using proven techniques) of Presentations with real hands-on techniques
- Balancing technical data with non technical and presenting it in the most interesting and engaging manner
- Organize information in a clear and concise manner.
- Implement techniques for varying vocal tones and body language.
- Use Powerful NLP techniques and 'key persuasive' words in order to 'win' and 'wow' the audience/client effectively (the trainer is a certified NLP and hypnotherapist practitioner)
- Managing and preparing for last minute changes in slides (due to various reasons)
- Using NLP Perpetual Position technique to anticipate issues/questions during presentations.

Methodology

- Video recordings of each participants (before & after) for self evaluations
- NLP (Neuro Linguistic Programming) techniques in overcoming fear, confidence and handling difficult questions/audience
- Use of real scenarios or types of presentations for effective learning (presenting technical data including difficult question
- Use of templates and tools used in Powerpoint for effective & interesting presentations
- Video clips of bad and good presentations (samples)



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Master Trainer

Dr. Harjit S. Sidhu (FCCA, NLP, IHA, Ph.D), has been in the corporate field for the past 17 years (in manufacturing, internet, travel & hospitality (hotel), music and consultancy industry) and in last 14 years, he has consulted and trained on various personal development topics that ranges from counselling, coaching to handling difficult people and various soft skills and other specific agendas for some re-knowned domestic and multinational companies and countless public programs.

Dr. Harjit obtained his **Doctorate of Philosophy (PhD) in Metaphysical Hypnosis (specializing in Coaching and Counselling)** from IMHS (Institute of Metaphysical & Humanistic Science, USA).

He is an **attendee of Tony Robbins's** (world's No 1 success coach) "Unleash the Power Within" program, **a 'fire-walker'** and is a **Certified NLP Practitioner** (International Society of Neuro Semantics, USA). He is also a **Certified Hypnotherapist** (CH, USA) and a **certified trainer with HRDC** (Human Resource Development Council and constantly develops new & unique programs that equips the working individual with powerful tools such as 'Transformational Communication' and others. As part of Hypnotherapy work, he extensively **conducts personal coaching and counseling work** to individuals who wants to transform their lives as well as the need for a **coach for success**.

He is regularly featured on radio talk shows on BFM 89.9 for various personal development topics. Dr Harjit is also a **member of International Association of Teamwork Facilitators** which constantly develops and uses new effective techniques in training sessions.

A dynamic trainer, knowledgeable, experienced and passionate in personal as well as Team skills development particularly in the science of human behaviour & metaphysics and how it applies to working and business environments allow him to approach the training he is conducting on a specific topic in a holistic, exciting and integrated manner. Dr Harjit uses **'Transformational activities'** in his programs in order to 'transform' and 'retain learnings' in individuals. His programs have been conducted within ASEAN region (Malaysia, Singapore, Brunei, Thailand, Vietnam and India). His style is fun and engaging whilst retaining the objectives of the Teambuilding activities. His clear and interactive style has won him much praises from participants from leading companies in Malaysia.

Course Outline

- Module 1* **What it Looks Like: The Anatomy of a Successful Presentation (Expectations from audience / management)**
- This program begins with an examination of the parts of a presentation: a successful introduction, effective transitions, and captivating conclusions.
 - Managing expectations gap – participants to know what is expected from them (what is audience/management looking at?)
- Module 2* **Developing Focus during Presentations**
- How to ‘focus’ during presentation
 - Avoid mental thoughts (clouding technique) to avoid anticipation of unnecessary anxiety
 - Power of concentration & focus – needed to understand questions and issues raised during presentations.
- Module 3* **Further preparations & listening (processing) skills during presentations**
- Anticipation of ‘possible questions’ as part of preparations (but not over-doing it to avoid stress)
 - NLP Perpetual Position technique – looking at data/charts from different angles
 - Catering to different needs of possible audiences.
- Module 4* **Overcoming the Fear or Anxiety of Public Speaking / Presentations (WOW yourself!)**
- Fear is a reason many people do not enjoy presentations. This component looks at the reasons for fear, techniques to overcome fear, and gives participants a checklist for projecting the best possible image. They will learn how to eliminate such distracting speech habits as "um," "ah," and "you know."
 - Achieving peak Mindset and how to boost confidence prior to any presentation.
 - Demonstration & use of NLP technique of ‘Anchoring’ for creating Positive/confidence switch for peak state
- Module 5* **Powerful Presentation techniques (WOW your audience with your confidence!)**
- Use of ‘Reframing’ technique to boost confidence and calmness.
 - Effective voice techniques
 - Making the most of body language
 - Use of dynamic Body language for interesting presentations.
- Module 6* **The Art of Story-Telling (Presenting technical & non-technical data in most effective ways)**
- Identifying most common problems of presentation by technical and non-technical personnels
 - Do not present what you know, but what the audience wants!
 - Avoiding ‘Paralysis by analysis’ in technical charts/diagrams
 - How to present technical data, charts & diagrams in most compelling and interesting manner
 - Creating the interesting storyline for presenting technical data.
- Module 7* **Flipcharts, Power Point, and Slides: Effective Visual Aids (WOW the audience of these tools!)**
- Choosing and using visual aids is an integral part of many presentations. This lesson reviews available options and the benefits and drawbacks of each.
 - Useful tips on use of colours, fonts and other visual aids
 - The Yes and Nos when using slides/charts/presentation tools
- Module 8* **Handling Audience and Questions**
- How to manage the crowd including difficult audience
 - Being frank and honest when faced with difficult questions (internal or external presentations)
 - Focusing on what is really needed from audience.
 - Forecasting further questions and feedbacks from different angles.

Registration Form

ORGANISATION

CONTACT PERSON

ADDRESS

ENROLLMENT (NO. OF PAX)

TEL

EMAIL

TERMS AND CONDITIONS

COST FEE

Cost RM1,500 per pax (inclusive of all materials and certifications).

Please pay full amount of RM1,500 per person to secure your place.

The full fee is required with your registration 2 weeks prior to the training. The Fees include lunch, coffee/tea breaks and notes and Certificate of participation.

3 Persons registered are entitled to a 10% discount. Further discount are available for large group

Written Cancellation : Registration cancelled 7 days prior to the event are subject to a RM110.00 service

Charge per pax. There will be no refunds for notice received less than 7 days to the event.

A substitute may be made at anytime at no extra cost.

PAYMENT MODE

All Bank Draft / Local Order / Cheques must be crossed and made payable to:

Quantum Achievers International SDN BHD

BANK TRANSFER

Account Name – Quantum Achievers International Sdn Bhd

Account No – 512-400-500374 (Maybank)

All enquiries must be forwarded to: -

Quantum Achievers International S/B

Suite 7-23, 7th Floor, PVI6, 2 Jalan Danau Saujana,

Danau Kota, 53300 Kuala Lumpur

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Organizer Bag for
each participant**

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