



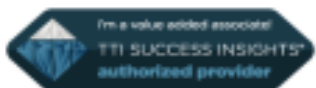
CONNECT THE DOTS

Training & Consulting cc

*This course is delivered **online** or in a **classroom setting***


HIGHLEVEL PITCHING & PRESENTATION SKILLS

Your Lifelong Learning Partner



ENROLLMENTS

info@connectthedots.co.za
+2711 447 2514
+2711 568 5140
+2781 478 0638
+234 906 68426



"We Train Your Employees For Strategic Execution"



Excellence is not a SKILL, its an ATTITUDE!

High-level Pitching and Presentation skills refer to all the qualities you need to create and deliver a clear and effective highlevel-pitch and presentation. While what you say during a pitch or presentation matters, your audience also value your ability to create supporting materials, such as slides.

What will I learn?

By the end of the course, you will be able to:

- Comprehend the purpose and intent for highlevel pitches and presentations
- Understand and explain what Oral Communication is and give examples
- Understand a basic model for highlevel pitches and presentations
- Understand the various forms of workplace pitches and presentations
- Understand when and how to apply the different types of presentations and pitches
- Understand how to design your supporting material to make your pitch or presentation more effective



WHO SHOULD ATTEND

- Anyone in the service / sales industry dealing with internal / external customers
- Managers / Snr Managers and Executives during negotiations or client pitches
- HR personnel during interviews
- Anyone required to present information or sell an idea to a customer, board or exco

Course Information

Days: 3 days

HOW WILL I LEARN?

This is a 3 day classroom / virtual training course.

Materials and learning aids

You will receive all learning materials prior to the start of the relevant training where applicable. Links and e-material etc. will be sent to you via email for all online courses.

Engagement with experts

Facilitator engagement sessions will be held either face to face in a classroom or virtually online. These sessions will be interactive and engaging, giving you an opportunity to engage with the information presented and with our expert facilitators.

Post Training Support

WhatsApp chats give you the opportunity to interact with your peers in real time and build valuable networks. A closed group will be formed with all participants from your session. Faculty facilitators will have access to this group to support you through your assignments and or pre-post work and practical application.

Roleplays, activities, group discussions and exercises

These are done using break-away rooms when required. The facilitators will manage these with you comfortably.

Assessments and Evaluations

Assignments and assessments will be done during the training session. This will allow you time to practice the concepts, skills and theory in a safe work environment. Evaluations must be completed before the end of each training session.

Certificates

Certificate of completion will be issued on the last day of the training.





COURSE BREAKDOWN

- Comprehend the purpose and intent for pitches and presentations
- Understand a basic model for pitches and presentations
- Understand the following forms of workplace pitches and presentations
- Understand when and how to apply the different types of pitches and presentations
- Identify with your own style of presenting
- Understand how others perceive you as a presenter and how you would like to be perceived when giving a pitch presentation
- Understand the importance of credibility when seeking to influence others
- Describe the link between perceived expertise, strengthening relationships and building credibility
- Explain and apply the rules of creating a positive first impression
- Experience and test the skill of impromptu speaking in a safe environment
- Demonstrate the power of voice and body language during your presentation or pitch
- Understand and apply the importance of giving and receiving feedback

**Every job is a self-portrait of the person who did it.
autograph your work with EXCELLENCE!**

Understand and be able to use a Logic Tree when designing your pitches and presentations

- Understand the difference between facts and opinions
- Understand how speech is Distorted through the omission of certain information
- Understand and be able to apply the 5 phases of building successful pitch / presentation

related to:

- o Preparation
- o Building
- o Research
- o Categorising Information
- o Writing the Presentation
- Interpret audience signals through reading body language and expressions
- Apply skills and techniques to keep an audience engaged
- Effectively deal with challenging situations and problem audience
- Deliver a dynamic pitch / presentation to an audience in any setting

**Preparing for your presentation is like preparing for a marathon:
the more preparation you put in, the better result you will achieve!**

