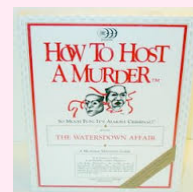


Advanced Presenting & Murderboarding



Target Group Managers, Sales people, Account managers


Expected outcome This training will help you being fully in control of presenting. We will help you to investigate your personal strengths and weaknesses while standing in front of group or sitting in front of your customer. Personal feedback and advice will be provided and this makes you more aware and self-assured. We will also focus on the strengths and weaknesses and assist you in having the right answers ready. Addressing the right and left brain, dominant buying motives, linking solutions to CBI's, continuously connecting to your audience, using landmines are crucial elements for a successful presentation and we will go over that extensively. Right after the workshop you will perform more prevalent and self-assured.

- About me?**
- > Even though I understand the process, there are still some uncertainties left while presenting. What if I get a question I cannot answer?
 - > How do I make sure that everybody on the other side of the table stays involved?
 - > How do I handle landmines set for me by competition?
 - > How to make sure I can give winning presentations and close deals in my dream fulfilment phase?

- Content**
- > Murderboard process and techniques
 - > Presentation process, skills, addressing right & left brain of your audience
 - > Setting landmines
 - > Effectively handling challenges during the presentation?
 - > 100% control of the presentation?
 - > Handling unexpected situations

Competencies

Creativity Presenting	Self-assurance Reliability Courage
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Approach	<ul style="list-style-type: none">  Personal  Interactive  Game or case  Action learning 	<ul style="list-style-type: none"> • • 	<ul style="list-style-type: none">  Debate and discussion  Buddy coaching  Personal feedback  Voluntary assessment 	<ul style="list-style-type: none"> • • •
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