

Workshop - powerful presentation skills for professionals

Presentation skills are essentials for today's professional. However, achieving technical excellence may not groom partners and lawyers as credible and persuasive presenters in the contemporary business environment.

Through practical, highly-participative and interactive workshops, Julian Midwinter & Associates can help your professionals improve their capacity to present effectively, and thereby keep valuable clients and win new business.

Rather than a presentation stereotype, individuals are encouraged to develop a unique, personal style with which they feel completely comfortable.

We offer bespoke services which can be tailored to two half-day sessions, or condensed to target your requirements.

Workshop 1 - Preparing to present

This half-day workshop works through key presentation elements and takes your lawyers step by step through how to prepare for high-impact presentations that achieve clear objectives. Key topic areas span:

- importance of presentations
- techniques to establish presenter credibility
- preparing for presentations
- dangers of "standard presentations" - how to tailor your presentation for each audience
- using the "so what?" test
- choosing the right support materials
- rehearsals
- secrets of delivering successful presentations
- rules for using PowerPoint effectively
- getting past problems
- evaluation and follow-up
- leveraging presentation materials.

Workshop 2 - Making a high impact presentation

This follow up half-day workshop helps professionals put presentation skills into practice - preparing and rehearsing a very short presentation. Constructive and practical feedback dramatically improves capabilities. Focus is on:

- delivery skills
- using media effectively
- tips for PowerPoint usage
- practical delivery skills
- tips and tricks for optimal presentations.

We can also provide presentation delivery skills and tips as a standalone workshop.

If your firm's people need to improve their presentation skills, enlist our support and we will design a programme to suit your requirements.

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