

Dynamic Team Presentations

Program Description

Raise the bar to achieve a higher level of presentation, proficiency, polish and timing for your team! Does your team have what it takes to work synergistically, to win meetings, clients, management reviews? Can you incorporate new team members? Agree to disagree? Deal with problem audiences? Do you know who handles which questions? Who introduces issues to wrap up?

In this highly interactive two-day program, your team will take the knowledge and skills they learn and apply them to the “real world” of your organization. This is accomplished through individual and team presentations, activities, videotaping and group and instructor feedback.

Your team will benefit by learning to:

- Define team presentation roles
- Introduce other team members and the presentation
- Handle segues between team members
- Ensure candid and honest feedback
- Structure the team delivery around time parameters
- Paint clear, believable pictures with words
- Handle the “Elephant In the Living Room” – addressing difficult topics
- Use humor and anecdotes appropriately
- Handle group dynamics, difficult situations, and problem participants:
 - ✓ Heckler
 - ✓ Argumentative
 - ✓ Dominator
 - ✓ Passive/Introvert
 - ✓ Bored
 - ✓ The Opinion Seeker
 - ✓ The Grudge Typical problem types
 - ✓ When and how to say “No”
 - ✓ Overcome objections

Maximum participants: 8

Program length: 2 days