Present with Impact Training

BILGINC IT Academy
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Duration: **2 Day**

Overview

Effective presentations are about much more than sharing information. They are opportunities to influence decisions, inspire action, build credibility, and create lasting engagement with an audience.

This immersive two-day workshop helps participants strengthen both the design and delivery aspects of presentation skills. Learners explore practical techniques for creating compelling messages, using storytelling effectively, engaging audiences, and delivering presentations with confidence.

Throughout the course, participants work on real-world presentations, receive expert feedback, and gain practical experience that can be immediately applied in professional settings.

Why Attend?

Modern presentations need to do more than inform—they must influence, engage, and inspire action. This course provides the tools, techniques, and confidence required to create presentations that achieve meaningful business results in face-to-face, virtual, and hybrid environments.

Prerequisites

There are no formal prerequisites for this course.

Participants are encouraged to bring an existing presentation or current project to receive personalized coaching and practical feedback during the workshop.

Who Should Attend

This course is suitable for:

- Professionals seeking to improve presentation effectiveness
- Managers and team leaders
- Sales and marketing professionals
- Project managers
- Trainers and facilitators
- Anyone who regularly presents to colleagues, customers, or stakeholders

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What You Will Learn

By the end of this course, participants will be able to:

- Build confidence when presenting
- Manage presentation anxiety effectively
- Create clear and persuasive messages
- Use storytelling techniques to increase engagement
- Adapt presentations for different audiences
- Establish credibility and authority
- Handle challenging audience situations professionally
- Manage Q&A sessions with confidence
- Apply visual design principles effectively
- Increase audience interaction and participation
- Deliver presentations that create a lasting impact

Outline

Day One

Welcome and Course Introduction

- Course objectives
- Learning expectations
- Workshop structure and outcomes

The Art of Effective Presentations

- Characteristics of successful presentations
- Capturing audience attention
- Creating strong openings and conclusions

Body Language and Vocal Presence

- Confident posture and movement
- Effective use of gestures
- Voice projection and vocal variety
- Developing executive presence

Understanding Your Audience

- Audience analysis techniques
- Building empathy
- Tailoring messages to audience needs

Purpose, Structure and Value

- Defining presentation objectives
- Structuring content effectively
- Delivering value-driven messages

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Storytelling for Business Presentations

- Creating compelling narratives
- Turning data into stories
- Building emotional connections

Developing Presentation Confidence

- Managing nerves and anxiety
- Building self-confidence
- Increasing presentation presence

Practical Presentation Sessions

- Individual presentations
- Instructor feedback
- Peer review and coaching

Reflection and Action Planning

- Reviewing key learning points
- Identifying development opportunities

Day Two

Review and Warm-Up

- Recap of Day One
- Practical preparation activities

Managing Difficult Audience Members

- Handling resistance
- Managing disruptions
- Maintaining professionalism under pressure

Managing Questions and Answers

- Responding confidently
- Maintaining control during Q&A
- Handling unexpected questions

Visual Presentation Design

- Creating effective slides
- Visual hierarchy and layout
- Presenting information clearly

Audience Engagement Strategies

- Encouraging participation
- Interactive presentation techniques
- Maintaining audience interest

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Personal Focus Areas

- Customized skill development
- Targeted practice opportunities

Creating Lasting Impact

- Delivering memorable conclusions
- Inspiring action
- Reinforcing key messages

Final Presentation Practice

Participants deliver a final presentation incorporating techniques learned throughout the workshop and receive detailed feedback.