

Business presentations and public speaking

#1 How to turn stress and stage fright into energy and confidence during public speaking?

Is stress your greatest ally? YES, if you know how to use it for speeches and presentations:

- mammalian brain .
- Techniques for releasing stress **energy** for **dynamic** body and sound expression.
- Techniques for activating **self-confidence**.

Say goodbye to: trembling voice, hands, rashes on the neckline and decreased intellectual performance!

How we take care of your needs



#2 How to interest the audience during a speech and presentation?

From your first words, even before you say anything, the audience watches you perform with a sparkle in their eyes and listens with full attention to what you say.

Get ready for this - it's very pleasant, appreciative to see such an interested audience.

It's addictive - you really want to give more and more presentations and perform in public :)!

- **Techniques for building interest, tension, dialogue and amusement:**

- **Rhetorical devices** - I'll tell you about them in a moment, psst ...
Read more.
- **Sinusoid™ structure** - keep the audience in suspense throughout the entire speech!
- **Shark™ structure** - you will make the recipients want to swallow your every word and ask for more!
- **Gadgets** - you will disturb everyone from their thought patterns and become memorable!
- Supporting tools - **slides, flipchart** - they are also powerful tools for intrigue!

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- The rhetorical devices that we all use unconsciously and consciously apply are powerful catalysts for attention:

- procrastination,
- antithesis,
- pauses,
- repeat,
- metaphor,
- anecdote,
- questions and rhetorical questions.

#3 Body language during public speaking - your true, energetic, confident, natural and composed

- **Sight and eye contact** - you will get several techniques that will help your eyes know what to do;) during the following public speeches:
 - at conferences and events when the audience is tens/hundreds of people
 - at intimate performances for several people
 - during interviews/participation in TV programs
 - when conducting meetings/presentations via videoconferencing or a mixed system - some people are in the room, some are connected via videoconference

- **Body language** - we will teach you **to feel like a fish in your body during public speaking!** We will match the following that best suit you and support your authority:

- facial expressions (your best facial expressions),
- posture (including leg positions, hip position),
- static gestures (including boats, turrets, macho, etc.),
- gesturing (which adds dynamics to your speech),
- gesturing with a microphone, presenter
- gesturing with a pad/board.

Moving in front of the audience during a speech - you will gain knowledge and practice:

- proxemics - what distances to keep from the audience, how and where to walk on the stage during a speech,
- where and how to sit (without any obstacles, at the table, on the sofa/armchair - especially while watching TV)
- how to use the tools - a projector, a lectern, a flipchart.
- Elements of **savoir-vivre in presentation** - what should and should not be done.

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#4 Your Voice - strong, colorful and dynamic during a public speaking!

- **Your voice** will gain strength and color thanks to simple exercises to work on voice emission:
 - diction,
 - pauses,
 - breathing,
 - and modulation with the following elements:
 - volume,
 - speed,
 - intonation,
 - timbre.

We conduct training in the following formula:

- ✓ landline
- ✓ online
- ✓ hybrid - MIX

#5 How to convince people about your ideas and recommendations in a public speech

- What determines the effectiveness of your message - the psychology of persuasion in public speaking
- **Persuasive public speaking structures and scripts used by top speakers** (including Steve Jobs , Anthony Robbins , Brian Tracy, Barrack Obama)
- Designing the content structure - what to do to make the message focused, understandable and effective:
 - **Persuasion Structure™ – how to arouse and maintain the dynamics of a public speaking and convince the recipient to the desired thoughts and decisions.**
 - **The Shark Model™ – how to win over the recipient and leave our public speech in their mind for a long time.**
- Structure patterns, functions and proportions of content: introduction, development and conclusion of the presentation .
- Time management - time proportions for speech and presentation elements.

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#6 How to deal with undesirable audience behavior during a speech?

- Audience uninterested, bored - techniques to stimulate.
- How to cope when something unexpected happens?
- How to react when we don't know the answer to a question?
- A shy, taciturn recipient - techniques for opening up.
- A talkative, clowning participant - techniques to calm down.

#7 How to dynamically conduct online presentations?

We complete this module during individual training, which is included in the training package - see the Benefits section

- Body language during online presentations
- How to keep the attention of participants in an online presentation?
- Effective techniques for stimulating interest and maintaining attention during online presentations
- How to speak with passion and energy and ensure an emotional message?
- Completing an online presentation – or how to ensure effectiveness

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#8 We optimize your public speaking during training

- We will tailor your entire workshop related to the body, techniques and external tools when:
 - Your public speaking concerns:
 - risks and problems,
 - recommendations and ideas,
 - products,
 - iczb (and you love Excel ;)),
 - new information,
 - development of recipients' competences.
 - you will be presenting before:
 - management board, managers,
 - project team members or collaborators,
 - participants of conferences, lectures, seminars,
 - in front of the client in an intimate group,
 - camera.
- Individual development plan recorded for you by the trainer:
 - What to strengthen
 - What to avoid
 - What to work on first.



Do you have any questions?
Please contact me

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