

Sample Presentation Savvy Agenda

A.M. **Program Launch and Baseline Presentations**

Each person delivers presentation from prework; conduct self and small group feedback; set plans for program



Presentation Distinctions and Purposes

Apply to own presentation(s); audience analysis, purpose and frequency

Being Persuasive, Audience Analysis and Planning

What is persuasion? Rationale for 'buying' an idea; key rules for powerful presentations; motivational needs; using needs to drive presentation planning; application to own situation

Structure of a Powerful Presentation

Persuasive starters and enhancements

Creating and Editing a Powerful Presentation

Practice and apply; review levels of persuasion; edit presentations



LUNCH Eat and read article on presenting with props

P.M. **Presentation Props and Other Attention-Getters**

Analogies to examples; practice and apply to own presentation

Delivering Interactive Presentations

Maintaining two-way communication in a presentation; Demonstration of interactive presenting; practice interactive presenting

Other Props

Presentation props in action; using visual aids and product examples

Closing a Presentation

Elements of a strong close; demonstration of a closing; apply and practice a close

Putting It All Together

Practice all elements together in own presentation; feedback from facilitator and peers

Workshop Close and Action Planning

On-the-job success factors; evaluations; continuous self-learning options.

