

# CREATE AND DELIVER DYNAMIC BUSINESS PRESENTATIONS

## ★ COURSE OVERVIEW

*"Most people would prefer to be lying in the casket than giving the eulogy". - Michelle Ray*

Having the chance to present to others provides an incredible opportunity for you, and one that you need to make sure that you perform at your best for. Whether you are presenting to your team, your management, clients or other business professionals, you have the opportunity to both influence them and market your competence to them through a well prepared and delivered presentation. However, public speaking and presenting well doesn't come naturally to us all and a poorly delivered presentation is the last thing your career needs. Fortunately, creating and delivering great presentations is a skill that can be learnt. In order to assist business professionals in acquiring the skills to deliver powerful presentations, BizTech is offering a training course on "Create and Deliver Dynamic Business Presentations". The course covers the following key topics:

### STRUCTURING A PRESENTATION FOR MAXIMUM IMPACT

- Making a strong opening
- Qualities of a good presenter
- Presenting a positive image
- Personal style assessment
- Knowing your audience
- Mechanisms to deal with stress and anxiety
- Building self confidence

### PLANNING & PREPARING THE PRESENTATION

- Creating greater impact
- Gathering information
- Organising content
- Anticipating objections
- Understand the importance of establishing objectives for each presentation
- Create visual aids for maximum effect

### PRACTICING THE PRESENTATION

- Body language skills
- Projecting confidence and a positive image
- Good and bad habits
- Eliminating monotone and boredom

### CREATING EFFECTIVE VISUALS

- Advantages and disadvantages
- Audio visual techniques
- Converting ideas to pictures
- Choosing the right medium

### AUDIENCE INVOLVEMENT

- Building group rapport
- Engaging with the audience
- Managing audience expectations
- Prompting questions
- Develop strategies for keeping the audience's attention
- Effectively handle questions from the audience
- Manage difficult people in the audience
- Controlling question and answer sessions

### COURSE DATE

10 - 11 May 2010

### COURSE DURATION

2 days - 08:30 to 16:30 daily

### COURSE FEES

R6 890 (excl. VAT) per delegate

**5% discount**  
for enrolment 2 weeks  
prior to course date.

### WHAT'S INCLUDED

- Dynamic and knowledgeable facilitators
- Training File and a CD
- Certificate of Attendance
- High quality training venue
- Lunch and refreshments
- Parking
- Quality folder, notepad and pen

### REGISTRATION DEADLINE

Registration Confirmation must be sent prior to the start of the scheduled course.



## WHO SHOULD ATTEND

- Sales consultants and representatives
- Team leaders and supervisors
- Public relations personnel
- Instructors
- Account representatives
- Project administrators and project leaders
- Anyone else who can benefit from improved presentation skills

## OUTCOMES

After attending this course you should be able to:

- Captivate your audience's attention
- Keep your nerves under control
- Understand how to effectively involve the audience
- Know how to maximise the benefits of visual aids
- Network with other professionals with a similar interest

## TAKE HOME TOOLS

- Training Manual
- Training CD
- A quality folder, notepad and pen
- All delegates receive one month of telephonic support relating to course content

## ACCREDITATION

The Services SETA has awarded BizTech recorded status as a provider for the delivery of learning programmes. Our provider number is 313.

This course is accredited by ICAP (the Institute for Certified Administrative Professionals) who is the authorised, licensed, exclusive agent for the International Association of Administrative Professionals®

## BBBEE COMPLIANCE

BizTech is BBBEE level 1 compliant. This means that we are a 135% contributor and companies investing money in training their staff through BizTech can also improve their own BBBEE scorecard. Not only does it offer an opportunity to improve your company's Skills Development BBBEE category, but you can also improve your BBBEE Preferential Procurement category. In each case your company will benefit 135% of the spend made.

## THE VENUE

The AstroTech Conference Centre in Parktown, Johannesburg is in a gracious mansion in one of the most historic and beautiful areas of Johannesburg.

It is a high-end business focused conference centre with competitively priced packages, excellent facilities and top client service.



Close to major highways, airport and Johannesburg city centre, this state-of-the-art venue offers elegance, discretion, security and convenience with safe parking for 120 vehicles.

Should you require accommodation, the Sunnyside Park Hotel situated in close proximity offers BizTech delegates a substantial discount on accommodation.

Please contact reservation on (011) 640-0431 or (011) 643-7226, quoting reference no. 4691 when booking with them.

## TERMS & CONDITIONS

Should course expectations not be met for any reason, delegates are given the opportunity to leave before lunch on the 1st day and receive a full refund of the course fee.

### CANCELLATIONS

A cancellation can only be confirmed if we are advised in writing at [training@biztech.co.za](mailto:training@biztech.co.za)

For cancellations received more than one week prior to the course: 0 % cancellation fee will apply.

For cancellations received less than one week prior to the course: 50 % cancellation fee will apply.

For cancellations received within 24 hours of the course: 100 % cancellation fee will apply.

Substitutes are welcome at no additional charge at any time prior to the course.

### POSTPONEMENTS

Requests to postpone course attendance must be received in writing at least three full working days prior to the course commencement. Should we not receive written confirmation within this period, the postponement will be subject to an additional fee of R1 270 (excl VAT) per delegate.

All course postponements or programme exchanges need to be utilized within 6 months of the original course booking or the course fee will be forfeited.

Cancellations on postponements or exchanges are subject to the full course fee.

### ABSENT DELEGATES

In the event that a delegate does not arrive for the course and no written cancellation has been received and confirmed, the full course fee will be payable.

### PRESENTERS

Should it be necessary, BizTech reserves the right to substitute the presenter.

### COMMUNICATION

When a person registers on BizTech's website, is registered on a BizTech course or sends an e-mail to BizTech, that person consents to receiving communications electronically or otherwise by BizTech and/or its business partners.

### DISCLAIMER

BizTech wish to advise that they will not be held responsible for any loss, damage or harm, direct, indirect, consequential or otherwise and howsoever arising that may be caused to any person or property during the providing of any services by BizTech to the client.





# ENROLMENT FORM (CONT.)

## > DELEGATE DETAILS [Please print clearly]

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Position \_\_\_\_\_

E-mail \_\_\_\_\_

Cell No.

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