

EFFECTIVE PRESENTATION SKILLS USING NLP

2 DAYS PROGRAM

Date : 7 & 8 May 25 (Wed & Thu)
Venue : AC Hotel Kuala Lumpur

INTRODUCTION :

No matter how advanced the world and technology becomes, nothing can compare to the power of a human being standing in front of a group to present ideas and deliver a message. Even organizations like Apple & Tesla need the late Steve Jobs and Elon Musk to present in person and not replace their presence with automation or AI. If you can improve your presentation skills, you will remain relevant to your industry and help your company remain competitive against increased competition. This workshop helps you sharpen your presentation skills using NLP (Neuro-Linguistic Programming) tools which you will use throughout the program.

APPROACH:

30% interactive lecture, 55% activities and live presentations, 15% group discussions

Participants will be presenting after every key session, and not just at the end of the program.

Can be conducted 100% in English, 100% in BM or in a mixture of both.

Suggested highlights (subject to venue and participant dynamics):

Selected strategies from Dr. Alvin's books, interactive lecture, group activities, role-plays, partner discussions, behavioral tools application, case dissection and analysis, out-of-hall assignments, inter-group challenges, presentations of action plans.

OBJECTIVE:

In this program, you will learn how to:

- Transform yourself into a competent and confident presenter
- Enhance your presentation opening, content and close to impact your listeners
- Overcome objections and questions professionally
- Handle difficult audiences using the power of the subconscious mind

COURSE CONTENT

Part 1: How to Open and Close your Presentation with Power

- Attempting your first presentation? Here's how to overcome nervousness
- Left-brain and right-brain openings you can use to attract your listeners
- Various types of openings and their psychological impact on your listeners
- Include this exact phrase in your close and you can tackle any topic
- NLP strategies to give your listeners a 'wow' feeling when you close

[Interactive session, behavioral tools application and individual presentations on openings and closings](#)

Part 2: How to make your Content Organized and Interesting

- Develop content that is organized and easy to follow
- Remove contents that are not useful
- Tactics to get your listeners to follow you with rapt attention
- Enhance your content structure to suit serious vs relaxed audiences
- Objective of the presentation : what do you want to achieve with your content?
- Head vs heart : how to use NLP to touch your listeners

[Interactive session, in-class demonstrations, group presentations on content structure](#)

Part 3: Items and Props for more Effective Presentations

- Add psychological colors and pictures into your power-point slides
- Lead your listener's thoughts and feelings using these items
- Voice strategies : how you can make technical topics come alive
- Influence your audience with your body language
- NLP story-telling skills to deliver your message effectively

[Interactive session, case-discussions, simulations and applications, group presentations](#)

Part 4: Advanced approaches in Connecting with your Audience

- Deliver your final presentation in front of the class
- Remember what to say and not depend so much on notes
- Tackle tough questions using NLP's 'Seven Secrets'
- Environment : how to use your surroundings to enhance your presentation
- Overcoming objections from those who purposely want to challenge you
- Hands-on tools you can use everyday

[Interactive session, role-plays, group assignment and final presentations](#)