


THE ART OF
PERSUASIVE
PRESENTATION
SKILLS WITH
CONFIDENCE
& AUTHORITY

2&3
MARCH 2015

PUTRA WORLD TRADE CENTRE
KUALA LUMPUR



SKL WALIA



THE ART OF PERSUASIVE PRESENTATION SKILLS WITH CONFIDENCE & AUTHORITY

In this 2-days training session, the participants will experience:

1. **The Skill of Introducing an Acquaintance**
2. **The Art of Impromptu Speaking**
3. **The Style of Introducing a Speaker**
4. **The Technique of Delivering a High Impact and Inspiring Presentation in Public**
5. **A Verbal and Written Evaluation on the Individual Presentation**

INTRODUCTION

For many people to Speak and Present in Public can be so daunting that they will do almost anything to avoid it. And then they are expected to make it PERSUASIVE!!

Yet once we have a taste for it and discover the real rewards that can result from giving a good speech, many of us wonder what all the fuss was about.

Given some encouragement and some good Persuasive Presentation training almost anyone can develop the ability to deliver a good speech in Public.

There is no magic wand. We cannot transform you instantly into someone with no fear of the auditorium. What we can do however is demystify the public speaking process for you. We can give you enough insight and understanding about the dynamic between you and your audience that you will start to feel in control of the event rather than run by it and in the end - PERSUADE your Audience!

COURSE OBJECTIVES

At the end of the course, participants will be able to:

- Understand what makes a good Presenter
- Learn how to develop Ideas
- Learn how to plan and structure a Presentation
- Learn to control nerves and deal with common fears
- Develop Confidence when Speaking and Presenting in front of an audience
- Learn to use the correct 'magic' to Persuade the audience

TARGET AUDIENCE

This course is suitable for Managers, Senior Executives, Executives, Officers and anyone who will have the opportunity to do a PERSUASIVE Presentation (Verbal or with Visual Aids).

APPROACH & METHODOLOGY

- NLP Approach
- Play and Learn Concept
- Individual and Team competition
- Case Studies (relevant to your Workplace)
- Action Plan: **To Show How to Get to Where You want to Be!**



SKL WALIA

M.Ed (M.Sc and Phd in Alternative Medicine – AMRI Canada)
 Certified HRDC Trainer (TTT- 1157) Malaysia
 Professional Public Speaker, Malaysia
 Certified NLP Practitioner (NFNLP) USA
 Certified Neuro-Semantics Practitioner (ISNS) USA

SKL Walia, a Certified Trainer with Human Resources Development Council, under the Ministry of Human Resources, Malaysia, and a Professional Trainer has over 35 years' experience as a Teacher, Trainer, Manager in the Education Industry specializing in Teaching English as a Second Language, Soft Skills Training and Sales/Marketing Techniques. Walia has also managed a number of Educational Centres in Indonesia, Malaysia and Cambodia. Walia has made an impact on thousands of students/participants/staff since the start of her career in 1973!

Walia returned back to Malaysia after serving with the United Nations, in the Peacekeeping and Electoral Missions for 10 years, since 1997 – in Cambodia, East Timor, Afghanistan, and the Aceh Tsunami project.

She was the School Cluster Officer with UNICEF in Cambodia, International Training Officer in UN East Timor, International Provincial Public Outreach Officer in UN Afghanistan, the Project Coordinator for the UN Volunteers Unit in Aceh Tsunami Project, and Head of the Translation Unit, back in the UN Mission in East Timor.

Since 2008 in Malaysia, Walia has taken up training again and has conducted numerous training/workshops. Walia's forte lies in Skills of Communications, Presentation and Inter-Personal. She is also well-knowledgeable in Critical Thinking, Stress Management, Time Management, Customer Service, English Language Program, Business Communication – Written and Verbal, Grooming and Social Etiquette, Positive Work Attitudes, Team Building, Effective Counselling and Coaching Skills, Conflict Management, Leadership, Public Speaking, Sales and Marketing (Beginner level), Problem Solving Techniques, Project Management (Basic), and Parenting Programs.

Walia is also a Certified Practitioner of Neuro-Semantics, Hypnosis and Timelines from the International Society of Neuro-Semantics, USA (ISNS) and Certified Practitioner of NLP by the National Federation of Neurolinguistic Programming, USA (NFNLP)

Walia's passion for public speaking as well as her love for training has driven her to take up training as a profession. She is a dynamic and interactive Trainer. Her sessions are fun, innovative, learner-centred, thought provoking, awareness raising and high energy.

COURSE OUTLINE

8.00 am - 9.00 am REGISTRATION (DAY 1 & 2)
 9.00 am - 5.00 pm WORKSHOP

DAY 1 & DAY 2

MODULE 1 Ice-Breaking Session

- Getting to know a new Acquaintance
- Inquiring some personal info
- Introducing the new acquaintance to the Audience

MODULE 2 Speak on your Feet

- Get comfortable with the stage
- Control your Fear
- Plan and Present in 3 minutes!

MODULE 3 Presenting with Confidence

- Importance of a Presentation
- General Guide for a good Presentation
- Barriers to a good Presentation
- Preparation and Research to a Presentation
- Organizing your Presentation
- Know the needs of your Audience
- Types of Purpose for a Presentation
- State of Readiness
- 3 Elements for a Confident Presentation
- Body Language and Vocal Variety
- The technique for an Impactful Delivery

MODULE 4 Introducing a Presenter

- Collecting the appropriate Information
- Organizing and Preparing the Information
- Presenting the Information in a Formal setting
- Individual Presentations and Evaluations

REGISTRATION FORM

PARTICIPANTS

DESIGNATION

EMAIL

1.
2.
3.
4.
5.

ORGANISATION

CORRESPONDING ADDRESS

CONTACT PERSON

SIGNATURE

TEL

FAX

EMAIL

TERMS & CONDITIONS

- | | |
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| <p>1. FOR PRIVATE SECTOR</p> <p>2. FOR GOVERNMENT SECTOR</p> <p>3. CANCELLATION POLICY</p> <p>4. REGISTRATION FEE</p> <p>5. GROUP DISCOUNT</p> <p>6. PAYMENT MODE</p> <p>7. BANK TRANSFER</p> | <p>- The organisers reserve the right to stop any registered delegate from taking part in the event if no proof of payment or an undertaking letter is presented.</p> <p>- A Local Order (LO) or Letter of Approval to participate must be presented before or during the event.</p> <p>- For any cancellations, kindly inform the secretariat in writing / fax 3 days before the event, otherwise the conference fees will be billed. Replacement will / can be accepted. No refund for cancellation made after 1 March 2015.</p> <p>- RM1,650.00 per participant.</p> <p>- RM50.00 per participant will be given for group registration of Five (5) or more from the same organisation (same time and same billing source).
Fees to include Lunch, Refreshments and Workshop materials / documentation)</p> <p>- All Bank Draft / Local Order / Cheques must be crossed and made payable to
WORLDWIDE CORPORATE RESOURCES SDN BHD</p> <p>Bank - Maybank Berhad</p> <p>Account Name - Worldwide Corporate Resources Sdn Bhd</p> <p>Account No - 5140 5717 4708</p> |
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All enquiries must be forwarded to:-

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