

Advanced Presentation Skills

Investment Studies Center (ISC) @ Union of Investment Companies (UIC) in collaboration with Emerging Market Financial Training is delighted to invite you to a training program on “Advanced Presentation Skills” according to the following details:

يسر مركز دراسات الاستثمار لدى اتحاد شركات الاستثمار بالتعاون مع Emerging Market Financial Training الإعلان عن تنظيم برنامج تدريبي بعنوان "Advanced Presentation Skills" ودعوتكم للمشاركة فيه، وفقاً للتفاصيل الآتية:

Program: Advanced Presentation Skills **البرنامج:**

Dates: 06th & 07th of December 2022 **التاريخ:**

Timing: 08:00AM – 03:00PM **الوقت:**

Training Delivery: Live at UIC Premises **طريقة التدريب:**

Language: English **اللغة:**

Instructor: Samir Roger Makarem **المحاضر:**

Course Details, Registration & Fees in link below تفاصيل البرنامج، التسجيل والرسوم في الرابط أدناه

<http://unioninvest.org/upcomingevents.aspx>

Registration is open according to availability

UIC Members KWD 355 **أعضاء الاتحاد**

Non-Members KWD 395 **غير أعضاء الاتحاد**

Program Objective

This highly interactive Advance Presentation Skills course is for participants to inspire and influence people, gain respect and deliver an engaging presentation. This course will guide delegates through the art of presentation skills relevant to their business and build upon their existing presentation skills by using a set of skills, tools and techniques to prepare, structure and deliver brilliant presentations.

Training Philosophy



Results Oriented



Internally Driven



Interactive and engaging



Blended Learning

How Participants Learn

Interactive live modules



Relevant industry examples

Regular Assessments



Constructive feedback

Target Audience:

This program is for you if you want to:

1. Deliver Presentations that Persuade Audience
2. Improve Your Communication Skills
3. Increase the Impact to Your

Suggested positrons to attend the training course:

Investment Professionals, Purchasing Managers, Sales Managers, General Managers, Business Development Managers, Team Leaders

Course Outline

Duration	Core Topic	Content & Approach	Learning Outcome
Day 1	<i>Understanding of yourself and others to deliver effectively</i>	<ul style="list-style-type: none"> • Making a powerful and lasting first impression • Self-Motivation and Confidence building Tips • Empathy and motivate others • Read body language to understand how others are thinking and responding • Giving and taking constructive Feedback <p><i>Application: Make an Ice-Breaker presentation</i></p> <p><i>Qualities of the effective presenter and presentation to truly engage your audience</i></p> <ul style="list-style-type: none"> • Fundamentals of the effective presentation • SMART objectives for audience <ul style="list-style-type: none"> ○ Creating a 'map' for your audience ○ Key messages and clear structure ○ Things that adversely affect a presentation • Preparing contents <ul style="list-style-type: none"> ○ Analyze purpose, know your audience and timeline ○ How to gather proof, evidence and support ○ How to structure a presentation • How do TED speakers prepare for their presentations • Only 3 goals of every presentation: Inspire, Educate or Motivate • Video: Hans Rosling – the best stats you’ve ever seen: • https://www.ted.com/talks/hans_rosling_shows_the_best_stats_you_ve_ever_seen?language=en • Debrief of the above video on audience engagement and quality of slides <p><i>Application: Practice the above with pre-prepared technical information</i></p>	<i>Learning to build yours and others confidence in you.</i>

Duration	Core topic	Subtopics	Learning Outcome
Day 2	<p>Bringing refinement, focus and power to your message</p> <p>The art and science of performance</p> <p>Dealing with nerves</p> <p>Putting it all together for balanced presentation</p>	<ul style="list-style-type: none"> • Neuro-linguistic programming (NLP) Approach • How to capture the audience’s attention • Powerful Listening and Questioning Techniques • Thinking Patterns • The use of Metaphors, analogies, quotes, stories and Humour • Example video of humour - https://www.ted.com/talks/ken_robinson_says_schools_kill_creativity?lang%20uage=en • Persuade Techniques <ul style="list-style-type: none"> ○ Ethos, Pathos, Logos • Using power language to convince others <p><i>Application: Communication Exercises</i></p> <ul style="list-style-type: none"> • The importance of good eye contact in presenting • Body language and assertiveness to create impact • Stance and Alexander Technique • The non-verbal impact of presentations • The vocal skills of top presenters - Increased emphasis, tonality and tonal marking • Learn skillset to handle <ul style="list-style-type: none"> ○ Group and Large audience ○ Small or Platform presentations • Visual aids, what are they and how they should be used • Content and the message the audience receives • How to influence an audience and handle questions with ease • A 10-point presentation Plan • Develop your presentation style • The final presentations - Delivering the 3 to 5 minute presentations 	<p><i>Greatly improve public speaking skills and gain greater power of persuasion</i></p> <p><i>Mastering your body language and gestures</i></p> <p><i>Polishing your performance to handle any unexpected situation</i></p> <p><i>Feedback from the group and the trainer based on the areas discussed during the day</i></p>

Expert's Profile: Mr. Samir Roger Makarem

Senior Professional Skills Trainer & Speaker

Samir plays a key role in the honing and development of people's skills, especially when it comes to professional skills development. A master Soft-Skills Training Consultant working with various industries, Samir has had over 20 years of extensive experience delivering a series of workshops and training courses to clients in the government, automotive, banking, media, retail, telecommunication, utility, education, pharmaceutical, medical, oil & gas, petrochemical, aviation, military, and legal industries. His consultancy and training experiences are evident in the various positions, assignments and projects he has been involved with both in the USA, the GCC, and the Middle East. He is a highly energetic trainer and facilitator ensuring participants play a practical role within the class

Course Coverage

- Negotiation Skills
- Communication Skills
- Presentation Skills
- Team Building
- Management Programs
- Leadership Programs
- Managing Conflicts
- Networking with Impact
- Business Writing Skills

Professional Qualifications & Achievements

- Masters Degree in Monetary Economics-Wayne State University, Detroit Michigan, USA
- Bachelor's Degree in economics-University of Michigan - Dearborn, Michigan, USA