

Mastering High-Level Presentations

Investment Studies Center (ISC) @ Union of Investment Companies are delighted to invite you to a training program designed to equip participants with the necessary skills and techniques to deliver high-level presentations that influence, and drive action, according to the following details:

يسر مركز دراسات الاستثمار لدى اتحاد شركات الاستثمار الإعلان عن تنظيم برنامج تدريبي تم تصميمه لتزويد المشاركين بالمهارات والتقنيات اللازمة لتقديم عروض تقديمية عالية المستوى تؤثر وتحفز العمل، وفقاً للتفاصيل الآتية:

Training Program: Mastering High-Level Presentations البرنامج التدريبي:

Instructor: Dr. Arezou Harraf المحاضر:

Dates: Monday, 25th November 2024 التاريخ:

Timing: 09:00AM – 02:00PM الوقت:

Language: English لغة البرنامج:

Venue: In Person at UIC Premises المكان:

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

Discounted Fees for UIC Members KWD 95 الرسوم بعد الخصم لأعضاء الاتحاد

Non-Members KWD 125 غير أعضاء الاتحاد

Mastering High-Level Presentations

Introduction:

In today's fast-paced business environment, effective presentation skills are paramount for executives and senior management. This one-day intensive training is designed to equip participants with the necessary skills and techniques to deliver high-level presentations that captivate, influence, and drive action. Through a combination of interactive learning, practical exercises, and personalized feedback, participants will gain confidence and proficiency in crafting and delivering impactful presentations tailored to their audience and objectives. This training offers a dynamic and immersive learning experience designed to empower participants with the skills and confidence to excel in presenting to executive and senior management audiences. Through a blend of theory, practice, and personalized feedback, participants will emerge equipped to deliver compelling and influential presentations that drive results and inspire action at the highest levels of the organization.

Outline:

Module 1: Understanding High-Level Presentations

- ❖ Overview of the unique challenges and opportunities in presenting to executives and senior management.
- ❖ Identifying audience expectations and objectives.
- ❖ Practical Activity: Analyzing real-life case studies of successful executive presentations.

Module 2: Crafting Compelling Content

- ❖ Strategies for structuring presentations for maximum impact.
- ❖ Techniques for distilling complex information into concise and actionable insights.
- ❖ Hands-On Activity: Developing a high-level presentation outline based on participant-specific scenarios.

Module 3: The Power of Persuasion: Storytelling and Influence

- ❖ The role of storytelling in engaging and persuading senior stakeholders.
- ❖ Crafting narratives that resonate with the audience's values and priorities.
- ❖ Practical Exercise: Crafting and delivering a persuasive story relevant to participant's industry or role.

Module 4: Mastering Delivery and Presence

- ❖ Techniques for confident and authoritative delivery.
- ❖ Enhancing vocal delivery and body language to command attention.
- ❖ Hands-On Activity: Individual and group presentation practice with personalized feedback and coaching.

Module 5: Handling Q&A and Navigating Challenges

- ❖ Strategies for managing questions and objections effectively.
- ❖ Tips for maintaining composure and credibility under pressure.
- ❖ Role-Playing Exercise: Simulated Q&A session with feedback and peer evaluation.

Module 6: Personalized Action Planning

- ❖ Reflecting on key learnings and insights from the course.
- ❖ Developing a personalized action plan for ongoing improvement in presentation skills.
- ❖ Closing Remarks: Commitment to continuous learning and growth in high-level presentation mastery.

Objectives:

1. Understand the key components of a successful high-level presentation.
2. Develop strategies to engage and influence senior stakeholders effectively.
3. Learn techniques for structuring and delivering complex information with clarity and brevity.
4. Master the art of storytelling to convey ideas and insights memorably.
5. Enhance non-verbal communication skills to command presence and authority.
6. Practice handling challenging questions and objections with finesse.

Target Audience:

- ❖ All Staff

Expert's Profile: Dr. Arezou Harraf

An experienced educator, Dr. Arezou Harraf holds a Ph.D. in Technology Management and Human Resource Training and Development. She serves as the Head of the Department of Business Studies at Box Hill College Kuwait. She is a Visiting Assistant Professor at the University of Nevada Las Vegas during the summer term. She also serves as an academic advisor for several MBA students at Maastricht University.

Dr. Harraf is the founder and CEO of Learn & Evolve LLC. In this capacity, she helps organizations use strategy, science, and psychology to address workforce challenges such as low performance, productivity, turnover, and retention issues. Moreover, Dr. Harraf is co-founder of Amplify Women Leadership Boot-camp to train women with skills to help them advance to executive positions within their organizations and or become successful venture creators and entrepreneurs. With a focus on the future of technology and HR, she consults with organizations on improving existing in-house technology platforms to enhance features relating to HR and employee needs.

Dr. Harraf is vice-chairperson of the Board of Directors at ABCK-Am-Cham Kuwait, where she also leads the Women in Business and Knowledge Economic focus groups and holds additional memberships in the Academy of Human Resource Development, Academy of Human Resource Management, Chartered Institute of Personnel Development, Academy of Management, Women of Tech in MENA, and Graduate Women in Science.