

Arguing Before Groups



Behavioural Training

PARTNER OF



HRP International – Human Resources Planning

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Audience

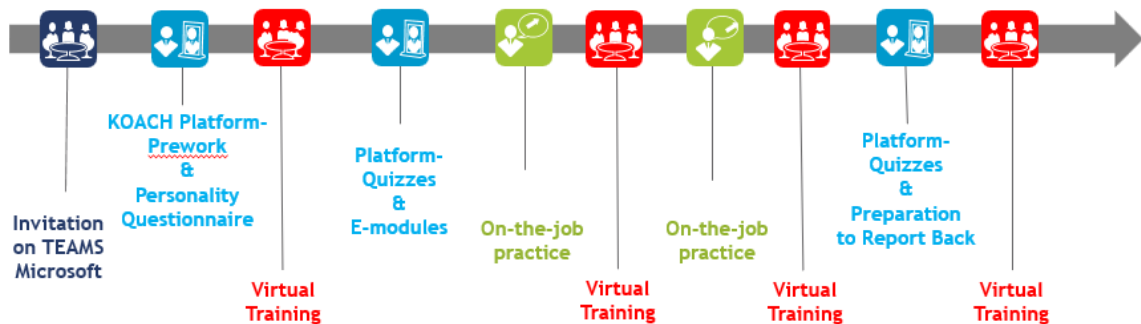
- ✓ Specialists addressing decision-makers
- ✓ Professionals with the aim to inform/ persuade
- ✓ Anyone addressing a crowd in public event

Public speaking is a skill one can develop with practice. And with practice comes more ability to master public speaking skills and develop them as something others might recognize as a talent.

This 2-day course is for professionals who understand that their success demands clearly communicating their message to groups, but also an insightful understanding of group dynamics and the speaker's ethos. Aligning the message with the form will help them get their message across successfully in difficult situations and influence group decision to the desired direction.

Methodology

Practical tools will be introduced such as instruction, group simulations, case studies, individual presentations & personalized feedback, to capture and understand various forms of behaviour and styles of communication.



Benefits

- Design informative presentations in a clear way
- Set the stage and read the audience
- Make your message explicit and deliver complex notions/ ideas
- Speak confidently with appropriate rate, projection, vocal variety
- Respond to objections and interruptions
- Facilitate the decision process and utilize allies.

Practical Information

The Company

HRP is a consulting company specialized in assessing and developing leaders, managers, and experts. Find out more about us on: <https://hrp.gr>

Your Facilitators for this program:
(upon availability)



Ioannis Lagoudakis,
<https://www.linkedin.com/in/ioannislagoudakis/>



Anna Papadopoulou,
<https://gr.linkedin.com/in/annapapadopoulou>

Dates & Time

Contact HRP for more information

Your Investment

Contact HRP for more information

Content

Sessions 1 & 2:

The 4 roles of a Presenter

- Presentation Economics: the visuals, the audience, the stage
- Virtual Communication: Dos and DON'T's
- Speaking confidently: breathing, peripheral vision, the 3-T tool.
- The Presenter as Inter-actor: how to utilize space, silence, body moves, NLP
- Reading your Audience: networking and lobbying

Sessions 3 & 4:

Dealing with difficult audiences

- ROMA: Reporting on applied learning
- The Art of Storytelling: from theory to practice.
- Effectively Dealing with objections
- Facilitating the decision-making process: stakeholders management
- My worst-case scenario: staging your fear.