



# Effective Presentations Workshop

*Achieve great outcomes through content, structure, delivery & audience buy-in*

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## Outcomes

Participants will have greater confidence and competence in presenting their message to both large and small audiences. They will be able to structure their content to achieve outcomes. They will learn the importance of audience connection, and have the tools and skills to reach the entire audience, not just parts of it.

## Audience

Developing and accomplished professionals that want to articulate their ideas and propositions more clearly, concisely and confidently. The Workshop has a strong focus on achieving outcomes through audience connection.

## Workshop elements

Plenty of practice in presenting to groups with video recording and playback. Facilitator, peer and self feedback is a key learning element. Theory sessions include Content, Style, Structure and Understanding the Audience.

## Duration

The workshop is a 2-day event with practical sessions over dinner on the first evening.

## Key Topics

- Outcome
- Content
- Structure
- Delivery
- Winning your entire Audience (Multiple styles in a single room)
- Impromptu speaking
- Effective rehearsal
- Plenty of Presentation practice on video with review and feedback

*“Better morale leads to better productivity. Client cooperation is a product of strong engagement and this results in tough and complex issues being resolved quickly and more effectively.”*

**John Williams**  
Founder and Principal, JHW



## Comments from Previous Participants

**Great course guys.** *Being pulled out of one's comfort zone by being filmed and critiqued can only help to improve your own view on how you're seen by everyone else. It's confronting, but well worth the effort.*

**I found the course very helpful** *in providing some theory behind things that I might do instinctively. That theory will give me added confidence in communicating with others and insure that I cater for all different audiences. I believe this workshop would benefit anyone who did it no matter what their level of experience or position.*

**Very useful workshop to attend.** *Topics covered will improve my presentation skill.*

**Thank you for delivering an exceptional workshop** *that got everyone participating, interacting, collaborating and gaining new knowledge or skill that will enhance how they engage with customers alike.*

**Inspirational course** — *I'm so glad I had the opportunity to attend. It exceeded my already high expectations.*

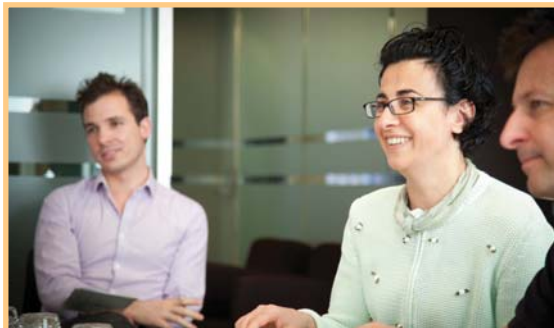


## JHW offers the following workshops:

- Engagement Skills Workshops
- A Seat at the Table
- Consulting/Engagement Skills One Day Refresher
- Gaining Commitment
- Project Launch
- Makin' Movies (Team Building/dynamics)
- Effective Presentation
- Outcome Focused Meetings
- Win/Win Negotiating
- Facilitation Services
- Power Without Authority
- Video Conference Ready

JHW workshops are grounded in achieving behavioural change by shifting the participant's mindset from —

- Task to Outcome
- Purely technical focus towards the relationship
- Being efficient, towards being more effective.



## Our Clients

JHW Pty Ltd has delivered workshops in Australia, New Zealand, USA, Argentina, UK, Italy, Romania, India, China, Singapore and Malaysia for many and diverse clients:

### Banking & Finance

ANZ Banking Group  
National Australia Bank  
Bankwest  
Westpac  
INVESCO  
BNZ  
AXA  
MLC

### IT&T & Services

Infosys  
SAP Consulting  
Telstra  
SAP Global Delivery  
TelstraClear (NZ)  
Data Agility  
Park Lane  
Worely Parsons  
BDO  
Ajilon  
Ernst & Young  
KPMG  
BearingPoint  
Oxygen  
QSP  
Maximas  
UXC

### Other Commercial Operations

Australia Post  
Bio-Rad  
WTFN  
Smarter Bathrooms  
Leighton  
Orica  
BHPBilliton  
Toll  
AGL

### Public Sector

ACMA  
ANDS  
CSIRO  
VicTrack  
Bureau of Meteorology  
Southern Health Network (Vic)

### Not for Profit

Salvation Army  
CanTeen  
Reach  
Brotherhood of St Lawrence  
Vic Swim  
Planet Give  
RYLA Rotary  
Guide Dogs Victoria  
Turning Point  
RDNS  
Vakabauta  
The Smith Family  
Wildlife Victoria  
World Vision  
Able Australia  
Leukaemia Foundation  
Royal Institute for Deaf and Blind Children

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