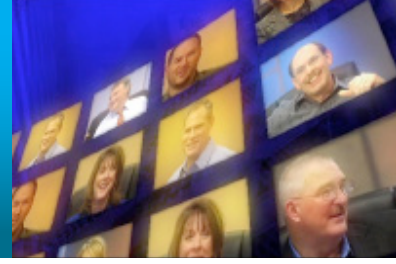




Speaking Up® On Demand



Speaking to executives can be a daunting challenge. We know the rules are different in that fast-paced, competitive environment—but what are they? Going into a meeting without extensive knowledge and preparation is risky. The project, the success of a team, and even a career depends on the skill level of the presenter.

Speaking Up® On Demand is a compass, a map, and a guide. It is a powerful interactive eLearning product that takes the mystery out of presenting to decision makers. Through in-depth interviews of 21 senior executives, analysis of real boardroom presentations, and a proven step-by-step approach to planning and implementation, presenters walk away with the rules and guidance to handle senior-level meetings. This immediately applicable, self-paced program is designed specifically for senior managers, directors, VPs, and high potential team members.

Some of The Executives You'll Meet



Ned Barnholt
Chairman, KLA-Tencor;
Former CEO, Agilent
Technologies



Steve Blank
Lecturer, Stanford, U.C.
Berkeley; Founder, Former
CEO, E.piphany



Ginger Graham
Board Member, Former CEO,
Amylin Pharmaceuticals



Jane Shaw
Chairman, Intel Corp.; Former
CEO, Aerogen



Dan Warmenhoven
Executive Chairman of the
Board, NetApp

Speaking Up® On Demand Benefits

Quicker Decisions

Give executives the big picture while providing focus on the critical issues

Executive Presence

Stay calm and masterful in front of your executive team under any scenario

Organizational Framework

Develop a presentation framework recommended by executives

Improvisation Skills

Master proven strategies to keep your presentation on-track even under the most disruptive scenarios

Key Features

- Over 2.5 hours of video featuring interviews with 21 senior executives
- Simulations of the seven most common meeting challenges with strategic advice from C-Level executives
- Remote accessibility 24/7 delivered via the cloud
- A completely scalable training solution that can be rapidly deployed remotely
- Worksheets, a presentation template, checklists and other materials you'll use for years to come



Speaking Up® On Demand



What Does Speaking Up® On Demand Cover?

- The People: How to analyze executive personalities and get help from your sponsor
 - The Presentation: How to create a tested bottom line presentation framework
 - Listening: How to listen and paraphrase content and the “question behind the question”
 - Improvisation: How to respond strategically to seven major challenges: Time Cut, Disengaged Executives, Food Fights, Decision Maker Leaves, Topic Changes, Side Talk, and Energetic Discussions
 - The Elevator Pitch: How to get to the bottom line—and why that matters when your time gets cut
 - Presenting Bad News: How to present bad news in a way that makes you look good
 - Visual Aids: How to use slides effectively, and more importantly, when not to use them
 - Presentation Style: How to enhance your executive presence through effective, natural delivery
- ...and much more

PowerSpeaking, Inc.'s Track Record

- 25 years of experience working with senior executives and managers
- Coached 300,000 people to be better presenters
- Delivered *Speaking Up*® training to over 4000 senior managers at leading corporations including Salesforce.com, Genentech, Oracle, Cisco, Apple, NetApp, Lockheed Martin, and Gilead
- Interviewed over 50 senior executives from such companies as Warner Brothers, Yahoo!, Intel, Johnson and Johnson, Nikon, Lam Research, Edwards Lifesciences, Genentech, Roche, NetApp, and US EPA
- Developed a proven curriculum based on the popular *Speaking Up: Presenting to Executive*® suite of products (classroom, webinars, on demand) taken by hundreds of senior managers, directors, and vice presidents from the Fortune 1000

Learn More

If you have multiple team members who might benefit from this powerful course, we welcome you to explore *Speaking Up® On Demand* with a complimentary one-month license. To get started, please contact Moira Kavanaugh at 800-828-1909 or email at moira@powerspeaking.com.

For an individual user license, contact Alison@powerspeaking.com.



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