

Agenda

Morning

Introductions / Goals

Big Dog War Stories: Successes / Failures

Standard Speaking vs. Speaking to the Big Dogs

The Big Dog Presentation*

Content vs. Process

Skills for Listening

12:00 – 1:00

LUNCH

Afternoon

Challenging Questions

The Elevator Pitch

Handling Big Dog Distractions

Style for the Seated Presentation

Big Dog Presentation: Dealing with Distractions*

Homework

Psychology of Big Dogs

Wrap Up / Evaluation

*Private Coaching