

SpeakingUp: Presenting to Decision Makers®

Mindset | Framework | Engagement

Description

SpeakingUp: Presenting to Decision Makers is perfect for high-potential individual contributors, managers, and directors who present to senior leaders, executive committees, and decision makers for budget approval and strategic consent. Participants embrace new learning through video interviews with C-level executives, videos from actual boardroom presentations, two videotaping and coaching sessions, rigorous practice of skills, and modeling from master trainers. They'll learn how to deal with energetic discussions, flagrant politics, their time getting cut, topic changes, and inevitable distractions in this high-stakes environment.

Number of Participants

Optimal group size: 10

Learning

- Recognize the key differences between executive and standard presentations
- Understand how and why to leverage a sponsor
- Use the Executive Framework as an organizational structure to communicate to decision makers
- Identify the essential elements decision makers want in the opening and closing of the Executive Framework
- Review strategies for distilling key points and evidence, while linking them to key business drivers
- Discuss three elements of executive presence
- Know the difference between the mindset of a presenter and a facilitator

Doing

- Complete an Audience-Analysis worksheet and understand how to tailor your message to decision makers
- Complete the Executive Framework
- Practice delivering a talk with a partner and receive peer feedback
- Deliver a two-minute decision makers presentation
- Anticipate and plan for questions
- Practice paraphrasing the question behind the question
- Practice higher-level listening
- Facilitate energetic discussions, topic changes, disagreements, and time getting cut
- Incorporate extended eye contact, descriptive gestures and vocal variety in your talk
- Create and deliver an elevator pitch