

Talking to the Top Brass®

In this 16-hour workshop, participants receive extensive personal coaching to increase their executive presence and improve their delivery style to engage an executive audience. Additionally, attendees will focus on developing presentation content suitable for executive discussions and decisions. They'll also practice responding to questions clearly, succinctly, and authoritatively. Customized exercises give participants first-hand experience in one-on-one, small-group, impromptu, and sit-down interactions. Participants will deliver eight presentations and receive feedback from peers, instructor, and video. All exercises are job related.

Key Objectives

- Increase your executive presence
- Craft messages to sell ideas and projects to senior executives
- Think on your feet to respond to questions clearly, concisely, and credibly
- Structure your message in a memorable way
- Use a dynamic delivery style to engage executive groups
- Facilitate discussions among strong personalities with differing viewpoints

Who Should Attend

Anyone who presents key ideas and messages to senior executives, leadership committees, boards of directors, investment groups, and similar audiences

Materials/Texts

Participants will receive two Dianna Booher books, *Speak with Confidence: Powerful Presentations That Inform, Inspire, and Persuade* (published by McGraw-Hill) and *Creating Personal Presence: Look, Talk, Think, and Act Like a Leader* (published by Berrett-Koehler) and a presentation planner for use as a back-on-the-job reference, along with job-aid cards. They will also receive a video containing each of their presentations.

Class Size

Up to 10 participants