

## PowerTalk

### Succeed in critical situations - winning ways with rhetorical skills



#### Why this is a „must“

This training is designed for those who need to argue their case and stand their ground with critical audiences. Often, this happens with little or no time for preparation. You will learn to be powerful and persuasive with words, body language, voice and expressions, putting yourself and your message across in all circumstances.

#### Who benefits

This is a perfect training for experienced communicator, managers, team leaders, and consultants. The training is indispensable if you are often requested to speak spontaneously to a group. It is a reinforcement tool if you are dealing with resistance during your presentations and need to know how to neutralize the opposition with confidence.

#### What you gain

You will learn how to address audience needs and interests comprehensively and to incorporate them into your arguments. You will know how to “think on your feet” and put a winning case together in a very short time that is totally convincing. You will be trained on how to effectively deal with resistance and disturbances throughout your presentation and how to protect your arguments from sabotage.

#### Tips: Words and gestures working together!

During a presentation your words occupy the digital half of a listener’s brain while your hands provide suitable graphic images. This is how it works:

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- Large gestures that conjure up images: Use at least your lower arms, not just your wrists
- Let yourself be guided by your words: bring up, bring in and bring together .... this is called co-verbal gesturing
- Don’t use rhythmic gesturing that carries no meaning (beating time). Otherwise your audience will come to the conclusion that your body talks so loudly that I can’t hear what you are saying!

Gestures are not only a powerful visual aid; they also provide a valve that allows you to convert nervous energy during a presentation into something useful.

For these and other Tips for successful presentations please visit our website at [www.hps-training.com](http://www.hps-training.com)

# PROGRAMME

## PowerTalk

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### 3 days intensive training worth the investment

Day 1: 09.00 - 22.00

Day 2: 08.30 - 22.00

Day 3: 08.30 - 17.00

### Maximum participants

10 in the interest of optimised learning

### Costs per participant

€ 1.710,- (Price does not include VAT, meals, transportation or accommodation.)

### Registration & questions

- online at [www.hps-training.com](http://www.hps-training.com)
- Fax registration: +49 - 6190 - 9928 - 55
- direct with Vlada Zeller  
Tel.: +49 - 6190 - 9928 - 50  
[vlada.zeller@hps-training.de](mailto:vlada.zeller@hps-training.de)

### Benefits of an IN-HOUSE offer:

- Save money (up to 40%)
- A confidential environment
- Teambuilding effect
- Tangible solutions
- Taylor-made
- Ideal dates & times
- You choose the training location

### DATE 2009

○ 14.09. - 16.09. in Heimbuchenthal

Hotel Reservation  Yes, from \_\_\_\_\_  No

Recommendation: Seminar cancellation insurance  
Information on the trainer, programme location, cancellation conditions and terms and conditions please see [www.hps-training.com](http://www.hps-training.com)

### Each participant receives:

- Comprehensive manual
- Personal DVD
- Certificate of attendance

### What you learn

#### Learn to PowerTalk successfully...

- Power up your personal impact – especially in critical situations
- Develop the ability to put your arguments together quickly, clearly and logically
- Use your voice well to engage audience interest and lend force to your words
- ‘Blitz’ your listeners with compact and concise information/arguments using the HPS method
- Keep cool under pressure and keep to the “red-line” at all times
- Remain calm in the face of provocation and attack, using techniques that gain you time to think and manoeuvre
- “Hammer home” the message: never miss an opportunity to focus on your key messages

### Why HPS

#### Experience your immediate impact

- Systematic experimentation with alternative communication methods for real-life examples
- Practise frequently, train in small groups and receive constructive feedback
- Up to 14 filmed short presentations to help you eliminate typical problems - test out the ideas for yourself and find out what works for YOU
- Use Dictaphones to analyse your voice
- Entertraining®: learning can be fun – enjoy your progress!
- Intensive and structured training with frequent “energisers” and activation
- Acquire winning techniques for developing powerful VISUAL language that motivates and influences
- Use the HPSpresso method® – thinkspeak – FAST!

### Register for PowerTalk!

Please indicate on the left your desired date.

Contact person responsible for training:

First name, Last name \_\_\_\_\_

Name of participant \_\_\_\_\_

Company \_\_\_\_\_

Position \_\_\_\_\_

Postal Code \_\_\_\_\_

Address \_\_\_\_\_

City, Country \_\_\_\_\_

Telephone Number \_\_\_\_\_

E-Mail \_\_\_\_\_

Place, Date, Signature \_\_\_\_\_