

Presenting in meetings, sales and consulting

Interactive presentations to small groups of decision makers

Why this is a must

You present your case during a round table discussion concisely and effectively, asserting yourself confidently.

Who benefits

Personnel and managers who present their ideas and proposals at meetings and during sales to groups of up to five decision-makers around a table.

There's no doubt you will be given the go-ahead at your next meeting.



Training course contents

- 6 strategic steps: from the kick-off to a successful close
- Signal professionalism right from the start and address your partners appropriately
- Recognise and consider the interests of the audience via agenda-check
- Opening, relating, checking: lead professional dialogue-based discussions
- Recognise critical (non-)verbal signals and react appropriately
- Professionally handle objections and turn them into opportunities
- Reach your goals confidently and agree on binding results
- Improve personal presence and rhetoric in small group discussions
- Create a modular structure for your content effectively with FLEXO-Struct®
- Presentation media and visual aids for small groups – tablet and notebook

Training methods

- Step-by-step optimisation of your own, real presentations
- Practical exercises relating to critical presentation stages in small groups (participants bring specific presentations)
- Switching roles: every participant takes on various roles during other participants' presentations (customer perspective)
- Intensive practice and feedback due to 2-trainer-team: up to 10 video-controlled scenarios per participant
- Constructive and comprehensive multi-component feedback
- Entertraining®: learning with the fun factor driven by tangible progress!
- Structured and intensive training with energiser modules
- Participants should bring their own notebook to the presentation training

For individuals

Would you like to participate in a public training? Please contact us:

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For Teams

In-house seminars are the best value for groups of 5 or more.



a confidential environment



tailor-made solutions



learning partnerships



teambuilding effects



your ideal date & location



real individualisation