

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.

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

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.



Training course content

- 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 FLEXP-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
- Switching roles: every participant takes on various roles during other participants' presentations
- 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

Keyfacts

3 days of intensive training with up to ten participants

Day 1: 9:00 – 19:30
Day 2: 8:30 – 19:30
Day 3: 8:30 – 17:00

2 days of intensive training with up to six participants

Day 1 9:00 – 19:30
Day 2: 8:30 – 17:00

For Individuals

You can find our public dates for the training on our website: www.hps-training.com/trainings

For Teams

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



a confidential environment



learning partnerships



your ideal date & location



tailor-made solutions



teambuilding effects



real individualisation