



Advanced Presentation Skills using NLP & Enneagram

Become a Leading-Edge Presenter

► Upcoming Sessions

07-11 Oct 2024	Dubai - UAE	\$5,950
06-10 Jan 2025	London - UK	\$5,950
26-30 May 2025	Dubai - UAE	\$5,950
06-10 Oct 2025	Dubai - UAE	\$5,950

► Training Details

TRAINING COURSE OVERVIEW

In today's dynamic business landscape, staying abreast of global trends, embracing new information and communication technologies, and fostering direct communication with employees, customers, and stakeholders are indispensable qualities for effective modern managers. Those overseeing teams understand that motivating subordinates is a pivotal task—requiring them to inspire, inform, engage, and, when necessary, persuade individuals to take action. With information readily accessible through online platforms, managers delivering both face-to-face and online presentations must possess heightened skills to captivate their often diverse audiences.

Effective leaders and managers recognize that presentation skills are paramount to the success of any group endeavor. However, powerful presentations extend beyond mere confidence and compelling content; they necessitate genuine connection and engagement with every audience member. Presenting to knowledgeable and experienced audiences demands more than technical proficiency; it demands an elevated psychological and emotional awareness that fosters trust and understanding.

In our Advanced Presentation Skills Using NLP and Enneagram training course, participants embark on a transformative journey to deepen their understanding of personality and communication styles. Equipped with valuable tools, they learn to reach and inspire team members, stakeholders, and customers alike. The acquired knowledge and skills empower individuals to design and deliver dynamic presentations, benefiting both the audience and the organization.

Key highlights of this Anderson training course include:

- ▶ Cultivating natural authority and confidence in presenting to groups and individuals
- ▶ Mastering advanced linguistic communication methods to convey simple and complex ideas effectively
- ▶ Enhancing audience ownership and engagement
- ▶ Strengthening strategic and social relationships through a deeper understanding of others
- ▶ Experience a heightened sense of meaning and control when presenting to various stakeholders
- ▶ Responding adeptly to challenging individuals and situations, fostering understanding, and resolving conflicts effectively.

TRAINING COURSE OBJECTIVES

By the end of this training course, participants will be able to:

- ▶ Understand the key principles, skills and practices of Neuro Linguistic Programming (NLP) and how to apply them to ensure a presentation is meaningful, memorable and enjoyable
- ▶ Utilise Enneagram to recognise the unique strengths, challenges and desires of your audience
- ▶ Build on participant's existing communication skills to enable greater clarity, cooperation, trust and rapport with their audience

DESIGNED FOR

This Anderson training course is suitable to a wide range of professionals but will greatly benefit:

- ▶ Directors
- ▶ Managers
- ▶ Subject Matter Experts
- ▶ Presenters
- ▶ Trainers
- ▶ Those who are responsible for getting their message across, imparting know-how building capability, strengthening consensus and agreement and moving an audience to take action
- ▶ This includes professionals in management, sales, marketing, public relations, education, therapy, gender relations, military, politics, special services, sports, and of course learning and development (L& D) who are responsible for the individual 's personal and professional development

LEARNING METHODS

This training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This stimulating and enjoyable training course utilises a variety of proven learning techniques, drawn from NLP, to ensure maximum understanding, comprehension and retention of the information presented. Learning methods will include, presentation of theory, discussion, experiential learning, skills practice exercises, case study review and syndicate group work.

▶ Training Details

Day One: Introduction and Understanding Neuro Linguistic Programming (NLP)

- ▶ Discussing and setting personal learning objectives for the programme
- ▶ Understanding the nature of comfort zones and the benefits of moving outside of them
- ▶ A brief history of NLP and how its theory and practice can assist in personal and professional development.
- ▶ Introduction to core NLP techniques for perfecting presentation skills, including, Modelling and Representational systems
- ▶ Learning the art of Rapport building and reframing to create trust and cooperation

Day Two: Understanding and Utilising the Enneagram

- ▶ A brief history of the Enneagram as a personality system
- ▶ Introduction to core Enneagram types and patterns
- ▶ The nine fundamental maps of personality types
- ▶ Identifying your basic personality type
- ▶ Recognising how levels of development influence expression of personality
- ▶ Understanding dominant emotions and deepening self-knowledge through self-discovery

Day Three: Core Connection Stances

- ▶ Connecting with key values and demonstrating an outcome focus, non-judgement and an attitude of genuine service
- ▶ Connecting with your audience through developing sensory awareness, encouraging participation and appealing to different learning styles
- ▶ Communicating with different personality types, using motivation and simple language

- patterns which appeal to people's values to gain and keep attention
- ▶ Creating and maintaining a great presenting state whilst utilizing body language, gesturing and facial expressions
 - ▶ Using your voice, varying tone, rhythm and volume to connect and engage
 - ▶ Anchoring positive resource states in your audience

Day Four: Influencing with Integrity

- ▶ Calibrating with the physical and emotional states in those you are presenting to.
- ▶ Using metaphors, stories, anecdotes, examples and analogies to make ideas and data stick, unlock imagination and find common solutions.
- ▶ Working the group using presenter behaviour to 'match, pace and lead'.
- ▶ Building a positive response to your messages by opening minds, resolving sticking points and barriers
- ▶ How to keep control and manage challenging situations through using embedded commands and presuppositions to influence behaviour

Day Five: Bringing it All Together

- ▶ Structuring the presentation with rehearsal exercises to prepare for forthcoming participant questions and requirements.
- ▶ Practical ways to involve your audience and draw the most out of questions
- ▶ Techniques to regain control from people who change the subject or take the topic off-track
- ▶ Simple ways to make your key ideas memorable
- ▶ Review of learning – consolidation, coaching and reinforcement
- ▶ Action planning

▶ The Certificate

Anderson Certificate of Completion will be provided to delegates who attend and complete the course

▶ INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

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