



Course Outline

Presenting with confidence

Course Number: IFST190412

Course Length: 2 days

This Programme Is Suitable For:

Field salespeople
Business to business salespeople
Client relationship managers
Account managers
Business development managers
Commercial managers
Any member of staff that is presenting to customers or colleagues
Training staff (as part of a train the trainer course)

Description

This course will take delegates through a structured approach to presenting to customers or colleagues. It will help to increase their confidence by identifying the key elements to a successful presentation. How to keep your audience engaged and ensure your goals are met. It also works perfectly as a Train the Trainer programme.

Course Content

- Learning Styles
- Creating a course outline
- Identifying course content
- Coaching model
- Training & Classroom management
- Assessment (video)

Delegate rate: £350 Exc. VAT (minimum of 4 delegates}