



Colin James Public Programs

Beyond PowerPoint: The Power of Persuasive Facilitation

The following material will be covered over the course of two days, in a mix of presentation, role modeling, small group work and stage work.

ROLES

The application of presentation skills in lecturing, public speaking, presenting, selling, training and facilitation roles. How to move between and apply the appropriate role.

DESIGN

Structuring presentations to adapt to different audiences and different contexts
The use of the 4-Mat Model
Extemporaneous design - design in the moment

Chunking and sequencing
Designing a presentation that keeps you on track
Managing your own memory - avoiding the blank mind syndrome

METHODOLOGIES OF PRESENTING

Creating Support Materials
Creating effective unique PowerPoint presentations
How to make notes on content and method using visual note taking

VOICE

The power of tonality - it's not what you say it's how you say it
The voice as a tool - learning from actors and theatre
Voice fundamentals - rhythm, volume, projection and pitch

BODY

The fundamentals of body language
The power of gesture (and the dangers of poor gestures)
Physiology and presence - use your body to hold attention

Avoiding the Presenter's Waltz
Generating Energy (for yourself)
The physiology of confidence

THE PRESENTATION SPACE

Creating the optional environment to support your presentation
Environmental basics (e.g. no clocks)

Managing logistics and managing logistics staff
Staging fundamentals
The environment and learning styles

PRESENTATION AND WORKSHOP MANAGEMENT

Developing stylistic flexibility
Motivating and inspirational delivery
The application of story and analogy
Using humour - developing humour - creating humour
Keeping content manageable
Being playful without looking contrived or idiotic

Using ritual, rite and routine to support the presentation
Being memorable
Developing strengths, stretching weaknesses, timing and the personality of the presentation
The art of Debriefing, Summarising and Linking

INFLUENCE PATTERNS

The invisible Facilitator – subtle influence through language and energy
Using linguistics as influencing tools
The power of sheer integrity (audiences are not fools)

The Cialdini Influence patterns application in facilitation
How to teach what you value
The ethics of originality and acknowledgement
Managing negativity and corporate cynicism

MANAGING QUESTIONS

Handling challenge and confrontation
Utilizing Socratic Learning methodologies
Content free Facilitation through artful questioning and linking
Integration patterns

DATES

Sydney - 13th & 14th July
 16th & 17th November
Melbourne - 26th & 27th July
 23rd & 24th November

INVESTMENT

\$1,375 pp (Group discount is available for registrations of 3 or more from the same company at the cost of \$1,250 pp)

PAYMENT

Payment in full is payable at the time of registration. Payment may be made by Direct Deposit or cheque. Please register your interest to Reg Polson at reg@polson.com.au or call 03 9889 4455 for more details.