

# PRESENTING WITH IMPACT

**Speak, Engage, and Inspire**

US 242840 / NQF Level 4 / Non-Credit Bearing

## ***Speak with confidence and influence any audience***

Whether you're pitching an idea, delivering a sales presentation, updating your team, or speaking at a conference, your ability to present with confidence can set you apart. Yet, for many, public speaking can feel daunting. What if you could step up to any speaking opportunity with clarity, presence, and ease?

This course equips you with the skills to think on your feet, engage any audience, and handle questions with poise. From small team meetings to high-stakes presentations, you'll learn how to structure your message, deliver with confidence, and leave a lasting impact. Through practical exercises and real-time feedback, you'll refine your skills and build the presence needed to speak with authority and impact.

### **WHO SHOULD ATTEND**

- Anyone who presents in public - from interns to managers, sales professionals, and technical staff
- Individuals who need to communicate ideas clearly - whether in meetings, pitches, or formal presentations
- Professionals preparing for interviews, client presentations, or investor pitches
- Anyone looking to manage nerves and respond confidently to audience questions

### **HOW YOU WILL BENEFIT**

- Plan and structure presentations for maximum clarity and impact
- Speak with confidence and conviction, regardless of audience size
- Handle questions and objections with poise and professionalism
- Think on your feet, responding clearly and concisely in high-pressure situations
- Use vocal and body language techniques to enhance your presence and credibility
- Engage and connect with your audience for lasting influence

*Two-day course 08:30 - 16:00*

*Tel: (031) 267 1229*

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## **WHAT WILL BE COVERED**

### **Crafting a powerful presentation**

- Understanding presentations as a communication tool
- Adapting your message to connect with different audiences
- Structuring your presentation for clarity, persuasion and memorability
- Creating a compelling opening that captures attention
- Using storytelling, examples and engagement techniques
- Crafting a strong, memorable conclusion

### **Developing confident delivery skills**

- Enhancing verbal and non-verbal communication
- Owning the stage: presence, posture and movement
- Mastering vocal variety, tone and pacing for impact
- Using body language to reinforce your message and exude confidence

### **Handling questions and thinking on your feet**

- Strategies for managing nerves and staying composed under pressure
- Responding to questions with clarity and control
- Techniques for handling objections without losing confidence
- Building rapport and keeping your audience engaged

### **Practical application and feedback**

- Real-world presentation practice with constructive feedback
- Identifying strengths and areas for improvement
- Applying techniques to enhance presence, delivery and audience connection.

***Note: To further enhance your presentations, we recommend attending our PowerPoint training for visual communication techniques.***