

How to Deliver a Presentation That Wins Over the Audience

Does your presentation win over the audience? If it does not, your presentation has failed.

Every day, thousands of presentations fail because they do not persuade or influence the audience to take action.

Many presentations convey data but not meaningful information that the audience can use. Other presentations confuse the audience by being vague or convoluted.



In business presentations, when the objective of the presentation is not clear or when the benefit to the audience is not evident, the sale is not made, the investment is not approved, the go-ahead is not given; the presentation fails.

A winning presentation must make it easy for the audience to grasp the main ideas and lead them to a conclusion.

This workshop will show you how to create and deliver a winning presentation that will win over the audience and get them to take action.

How you will benefit

By the end of the workshop, you will be able to:

- Create presentations that will capture the audience's attention
- Approach the different types of audiences with the appropriate presentation
- Prepare presentation materials that will wow the audience
- Maintain eye contact and rapport with the audience, manage nervousness, and speak confidently
- Deliver a winning presentation that will engage and move the audience to take action

What you will learn

What you will learn in this two-day workshop:

- What is a winning presentation?
- The 7 steps in story development
- Know your audience
- Openings: 6 powerful openings you can use
- Body: What content to include and what to exclude
- Closing: Summary, recommendations, questions and answers
- Presentation materials that will wow the audience
- How to engage the audience, maintain eye-contact and build rapport with the audience
- How to manage nervousness and use appropriate gestures
- How to use tone, cadence and volume for impact, and how to find your best voice
- How to answer difficult questions convincingly

Who should attend

Managers, executives, and business professionals who want to prepare and deliver presentations that will get their audience to take action.

AWS workshops

AWS workshops will help you become more productive at work. You will learn proven techniques that will help you solve problems faster, be more creative, and think more effectively.

Some of our clients

American International Assurance, Berjaya Group, Central Provident Fund Board, DBS Bank, Glaxo Smith Kline, Housing and Development Board, Inland Revenue Authority of Singapore, Infineon Technologies, Keppel Shipyard, Land Transport Authority, Micron Semiconductors, National University of Singapore, Singapore Airlines, Singapore Technologies, ST Aerospace and Temasek International.

What our clients say about our workshops

“This is one course I can use immediately. Can’t wait to try out the techniques.” *Manager, MINDEF*

“I’ve never been so interested in all the courses I’ve attended.” *Vice President, DBS Bank*

“The instructor was excellent.” *Assistant Vice-President, DBS Bank*

“One of the finest courses I have ever attended.” *Manager, Singapore Airlines*

About the Trainer

Wong Peng Wai is a management consultant and corporate trainer. An affable and engaging trainer, Peng Wai has conducted hundreds of workshops on creative thinking, presentation skills and systems thinking for companies and statutory boards in Singapore.

Trained by two top presentation coaches in the US, Peng Wai also runs presentation skills coaching sessions for company directors and senior managers who want to improve their presentation skills.

Before starting his training company, Peng Wai was head of investment technology at Citibank NA and consulting manager at Union Bank of Switzerland.

With a M.B.A. and a B.Eng., Peng Wai is also a certified trainer in systems thinking and a member of the American Society for Training and Development.

For more information, contact AWS PTE LTD • www.aws.com.sg • Email: info@aws.com.sg

Workshop Registration Form

How to Deliver a Presentation That Wins Over the Audience

Date: _____ Time: 9:00AM to 5:00PM

Venue: _____

Fee: _____

Name: _____

Company: _____

Address: _____

Email: _____ Tel: _____

To register for the workshop, please fill in the Registration Form and email it to us at info@aws.com.sg.

AWS PTE LTD/AWS TRAINING reserves the right to cancel a workshop due to insufficient enrolment or unforeseen circumstance.