Communicating with Presence and Impact

DEVELOPING CLARITY, CONFIDENCE, PRESENCE AND AUTHENTICITY

COURSE OVERVIEW
The Communicating with Presence and Impact course is designed for those who need to effectively communicate in high-stakes environments with greater levels of presence, confidence, clarity and authenticity. Participants are taken through the key stages involved in delivering inspiring presentations and are given a framework, including techniques and exercises, to refocus and manage stress, anxiety and nerves.

You will learn the positive effects of speaking with a sense of purpose, passion and conviction. In an intensive practical session, you will receive tailored coaching on your delivery style and content.

You will learn the ability to influence by recognising the style and communication preferences of others. You will explore how to create a stronger connection with your content and audience through storytelling.

You will be introduced to a tool for navigating challenging conversations and for planning and structuring your messages and approach. You will be coached on managing challenging conversations, based on case studies of real events, while maintaining poise, credibility and presence.

COURSE INFORMATION
DURATION
2 days

LOCATION
Sydney city campus
Level 24, 123 Pitt Street, Sydney NSW 2000

WHO SHOULD ATTEND?
• Executives and managers from all industry sectors
• Sales and account management professionals
• Project managers, human resources and industrial relations practitioners
• Anyone wishing to improve their communication skills in high-stakes environments

COURSE FACILITATOR
DUNCAN YOUNG
Duncan’s credentials combine a diversity of education, training and practical experience. He completed a Bachelor of Arts majoring in English Drama in 1991 and then went on to complete a Bachelor of Dramatic Arts at the National Institute of Dramatic Art (NIDA). He has worked as a professional actor since 1995, appearing in numerous film, TV and theatre productions.

Duncan has been working as an organisational development consultant and executive coach since 1998. He is accredited in the Myers–Briggs Type Indicator, the LMap leadership coaching tool and the DISC diagnostic system. He is also an accredited executive coach with the International Coach Federation.

He has delivered and designed courses in leadership, change management, diversity, pitching and presentation skills, sales and business development, influencing, negotiation and media skills, to a broad range of clients from both the private and public sectors. One of his great strengths is being able to work effortlessly at any level of an organisation, from chief executive to frontline staff.

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COURSE OBJECTIVES
This course is designed to help individuals realise greater success by being better leaders and communicators. This is done through:

• Using experiential, action learning methods in which the contribution of each participant plays an integral part in the learning process
• Using a hands-on approach that allows theories of leadership, management and communication to be tried and tested
• Using highly realistic case study simulations and making learning come to life
• Exploring relevant issues and challenges through robust conversation and practical exercises

COURSE OUTCOMES
• Consciously choose a mindset of confidence in high-stakes environments
• Self-regulate when experiencing stress or heightened emotion
• Switch from self-consciousness to focusing on others
• Structure content to create clear, succinct messages
• Use body language and vocal skills to enhance messages
• Match a range of communication styles
• Ask powerful questions to explore issues and interests
• Think on your feet and adapt to uncertain circumstances

COURSE TIMETABLE

| DAY 1 | • The elevator pitch  
|       | • The authentic engagement model  
|       | • Managing personal state  
|       | • Developing presence  
|       | • The power of intent and purpose  
|       | • Personal coaching |
| DAY 2 | • Style and flexibility  
|       | • High-stakes communication  
|       | • Case study exploration  
|       | • Storytelling to engage  
|       | • Challenging conversation road map |

“Speech is power: speech is to persuade, to convert, to compel.”
Ralph Waldo Emerson