



We believe that today's leaders require new tools and insights in order to be successful. With the responsibility for success squarely on the shoulders of leadership, adapting style to fit situations and coaching opportunities is a challenge for even the most experienced. Leadership energy is an organization's most important and scarce resource. A leader's time and attention must be directed toward facilitating change toward the successful creation and implementation of strategy.

Whatever the challenge, a leader must understand how s/he perceive and affect their team and circumstances around them; self awareness is the cornerstone to success.

## **Presentation & Performance Program Overview**

People respond to people. To engage your audience you need to interact with them, delivery a clear message and most of all, be yourself. This workshop is designed to increase the effectiveness of presenters when delivering critical messages to large or small groups. The workshop leverages each participant's TAIS communication style attributes in order to remain 'true' and be dynamic while presenting. Presenters will learn and practise improvisation techniques to allow them to read and respond to the audience as well as overcome any adversity.

A dynamic presentation relies on three main components to be successful.

1. The content must be relevant to the audience
2. The communication style and awareness of the presenter or team
3. The clarity of the message and "The 22 Minute Solution"

Awareness and communication style will be measured for each presenter using TAIS (The Attentional and Interpersonal Style inventory). Presenters will learn to overcome challenges in their presentation style through exercises and discussion. Presentation tools such as improvisation, body language, status, movement and voice will also be explored. Our unique improvisation exercises are designed to highlight the ways that participants react under stress, and then pinpoint how those reactions affect their presentations and inhibit style. Break-out sessions, and individual attention and optional video feedback will assist each participant with the clarity of their message and integration with their style. The team approach to presentations will also be explored. The role and responsibilities of team members will be defined and discussed.

"The 22 Minute Solution" is based on the premise that there should only 22 minutes of real content for any presentation, much like the amount content in an hour TV show. It is necessary to anticipate the attention, control and status requirements of the room and keep any presentation short and concise.

Participants will be challenged to take risks, explore their style and "fail forward" – all while heightening listening skills and communication.

The workshop will concentrate on 3 main areas;

1. Analysis of individual presentation style using proven psychometric tools.
2. Communication style, status & of presenter, team members and audience
3. Performance under pressure and Improvisation process and application.
4. Evaluation of slides and presentation material for optimal impact

The benefits to any individual or organization of the workshop will be:

- Confident and powerful presenters
- Read and react to any audience situations with confidence
- Figure out the information to include in a presentation
- Structure your information in the clearest, most engaging manner possible
- Capture the audience's attention and keep it from beginning to end
- Feel and look far more comfortable and confident in front of ANY audience
- Let the real you shine through—in a TOTALLY NATURAL way
- Remember everything to say, without ever using notes
- Design slides that capture and keep the audience's full attention

Each participant will explore:

- Awareness of style and attentional preferences and how they effect live situations.
- How stress inhibits spontaneity and how to overcome it in critical situations.
- Status: What is your body language really saying. How to develop an awareness of this and harness it to your leadership advantage.
- Improvisation techniques that will improve listening, communication skills, and conflict resolution in real time.
- How existing training, knowledge and processes can be accessed under pressure.

Each participant will complete an on-line TAIS (The Attentional and Interpersonal Style inventory) report. TAIS is a 144 item self-report questionnaire that measures twenty different attentional concentration skills, personal and interpersonal attributes. Those specific attentional skills and personality style characteristics can be thought of as the building blocks upon which more complex human behaviors depend – which in turn, affect leadership and performance style. Each participant will then receive a 25+ page detailed report summarizing their attention skills and personality characteristics.

Part one of the workshop is a detailed overview of the report and its value to the individual facilitator and how those attributes affect performance under pressure. This portion is lead by a certified TAIS Psychometrist.

The workshop can be delivered in a ½ or full day format and can accommodate groups from 5 to 30 participants; larger groups can be facilitated through break-out sessions.

Who should attend?

- Executives, Leaders
- Sales teams, Managers
- Facilitators, Learning Professionals