High Impact Presentations
Effective Leaders Communicate with Enthusiasm and Confidence.

A presentation is a critical business tool. Whether your communication goal is to persuade, sell or inspire, your presentation is what will differentiate you from your competitors. Think of it as the jewel in your crown. When properly executed, your presentation will make you stand out. Your audience will view you as prepared, informed and confident.

Since 1912 Dale Carnegie has provided business people the tools to successfully navigate complex business environments. This program provides the skills that empower professionals to communicate confidently and competently to all types of audiences. We illustrate proven methods and techniques that allow you to develop compelling presentations with universal appeal, yielding consistent, positive results.

High Impact Presentations focuses on structuring an effective presentation that will build credibility, enhance a client relationship and clearly convey your concept. You will explore the optimum use of voice and gesture to create a lasting impression as well as a variety of presentation styles, ranging from a formal speech to a casual meeting or contentious conversation.

Participants are given multiple opportunities to develop and practice innovative presentations. You will be videotaped, evaluated and mentored by an expert until you have achieved the ultimate goal, the ability to deliver a masterful presentation.

The class is small. The environment is supportive. The work is intense. And the results are outstanding. It is experience that makes a marked difference in business results. You'll see measurable gains in better communication, enhanced personal and corporate image, and ultimately, your bottom line.

What We Will Cover

- Creating a positive impression
- Increasing credibility
- Presenting complex information
- Communicating with greater impact
- Motivating others to action
- Overcoming adverse situations
- Inspiring people to embrace change
- Effecting change
Learn How To
• Persuade your audience using indisputable data.
• Lead effective Q&A sessions.
• Communicate with clarity and certainty.
• Interact with a natural and composed demeanor.
• Illustrate complex material directly and simply.
• Demonstrate unfamiliar material expertly.
• Project confidence and enthusiasm that builds credibility.

Who Should Attend
Professionals needing to inspire large audiences, motivate sales executives, address the media, or simply control a meeting. As this seminar focuses on more advanced presentation skills, it is recommended that all participants have some prior experience in public speaking.

Format Two Days

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For the most up-to-date listing of class schedules and more information, please visit us online at: dalecarnegie.com
The Dale Carnegie experience engages learners from the initial contact through follow-up and support to reinforce key behaviors. Our methodology supports the development of skills and habits needed to sustain performance change. We believe that the emotional shift is as important as the behavior shift. That’s why our Performance Change Pathway™ shows our deliberate approach to create training programs that drive improved performance.

Dale Carnegie’s Performance Change Pathway™ encompasses five key components: Input, Awareness, Experience, Sustainment and Output. We know that these components are essential to the design and delivery of our programs. They formulate a continuous learning path for participants to drive organizational results.

The Bottom Line …
High Impact Presentations Delivers Results