

PRESENT WITH IMPACT



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TRAINING CENTER



Introduction

A strong idea can lose to a weaker one simply because it was presented better. Audiences decide quickly whether a speaker is worth listening to, and that judgement rests on structure, delivery, and confidence rather than content volume. This Present with Impact Training Course builds all three. Learners study message design, slide construction, voice control, and body language, then practise under structured feedback. Furthermore, the course covers handling questions, managing nerves, and adapting to different audiences. As a result, participants present with clarity and authority, whether they face a board, a client, or a team briefing.

Present with Impact Course Objectives

- Structure presentations with the Minto Pyramid Principle and the SCQA framework.
- Open and close talks using attention hooks and the rule of three.
- Design slides with clear visual hierarchy using the assertion-evidence method.
- Control voice, pace, pause, and intonation for emphasis.
- Use purposeful gestures, posture, and eye contact to engage a room.
- Manage presentation nerves with breathwork and structured rehearsal.
- Read audience reactions and adjust delivery in real time.
- Handle difficult questions, objections, and interruptions calmly.
- Adapt message and style to executive, client, and technical audiences.
- Deliver a recorded presentation and act on structured feedback.



Course Methodology

This course combines short input sessions with intensive practice. Participants deliver three recorded presentations of increasing difficulty and receive detailed feedback on structure, voice, and presence. Trainers use video review, case studies, and coached role-play. Peer critique builds confidence. In addition, participants build a personal presentation preparation checklist and practice plan.

Who Should Take This Course

- Managers and team leaders presenting to senior stakeholders
- Sales and business development professionals
- Project managers reporting progress to sponsors
- Trainers, specialists, and subject experts
- Consultants and analysts presenting recommendations
- Executives delivering internal and external briefings
- Anyone who wants to speak with confidence in front of others

Present with Impact Course Outlines

Day 1: Message Design and Structure

- Audience analysis and the WIIFM principle
- The Minto Pyramid Principle for clear structure
- SCQA: situation, complication, question, answer
- Defining one core message per presentation
- Rule of three and the "whatso whatnow what" model
- Opening hooks and strong closings

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- Message mapping workshop

Day 2: Slide Design and Visual Support

- Assertion evidence slide construction
- Visual hierarchy, contrast, and readability
- Choosing charts that clarify rather than decorate
- Simplifying text and eliminating clutter
- Handling data slides for executive audiences
- Consistent templates and brand compliance
- Slide critique and redesign exercise

Day 3: Voice, Body, and Delivery

- Breath support and vocal projection without strain
- Pace, pause, pitch, and emphasis techniques
- Purposeful gestures and controlled movement
- Eye contact and engaging a large room
- Managing nerves with preparation and grounding
- Reading the room and adapting live
- Recorded delivery practice with feedback

Day 4: Handling Questions and Difficult Moments

- Preparing for likely and hostile questions
- The acknowledgeclarifyrespond method
- Handling interruptions and time pressure
- Managing technical failures and last-minute changes



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- Dealing with difficult participants politely
- Recovering composure after a mistake
- Q&A simulation with panel feedback

Day 5: Presenting to Different Audiences

- Adapting content for executives, clients, and technical teams
- Executive summaries and briefings
- Impromptu speaking and structured improvisation
- Storytelling for memorable communication
- Using repetition and transitions effectively
- Final assessed presentation with detailed feedback
- Personal 30-day practice plan

Conclusion

By successfully completing Present with Impact, participants will gain a practical understanding of how structure, delivery, and audience awareness combine to create persuasive presentations. They will be able to design clear messages, build slides that support rather than distract, speak with confident voice and presence, and handle difficult questions under pressure. In addition, they will know how to prepare consistently for any presentation. Gentex Training Center designed this course so that learners return to work ready to present with confidence in any setting.

FAQs





Q1 What is the "Present with Impact" course about?

It builds the skills that make a presentation land: clear structure, effective slides, confident delivery, and calm question handling. Participants deliver recorded presentations and receive detailed feedback on structure, voice, and presence.

Q2 What are the key benefits of the "Present with Impact" course?

Participants win attention earlier, communicate ideas that get remembered and approved, and present to senior audiences with confidence. They also manage nerves more reliably, handle hostile questions calmly, and reduce the time needed to prepare for important presentations.

Q3 What skills will I gain from the "Present with Impact" course?

You will gain message design and structuring, slide design and visual communication, voice and body language delivery, and question handling and audience adaptation. These four skills combine to make your presentations persuasive and memorable.

Q4 What tools, methods, or standards are covered in the "Present with Impact" course?

The course covers the Minto Pyramid Principle, the SCQA framework, the assertion-evidence-slide method, the rule of three, the "what-so-what-now-what" model, the acknowledge-clarify-respond method, and breathwork and grounding techniques for nerves.



Q5 How is the "Present with Impact" course applied in real-world practice?

Professionals apply it in board presentations, client pitches, project reviews, team briefings, and conference talks. The methods transfer to any situation where a message must be delivered clearly and remembered by the people who decide.