

## **Influencing people through technical presentation**

**As an engineering professional, these are some of your concerns when you do your technical presentations:**

1. Getting buy in for your next projects/innovations.
2. Simplifying complex information to tell your technical story.
3. Presenting without reading straight off the slides or using notes.
4. Relating your information to the bigger picture.

**Why learning how to influence people through technical presentation is important for you and your organization performance?**

You may have many great ideas and solutions to some of the most teething engineering challenges your clients or organizations face. But having great ideas or solutions alone is insufficient to help you secure your project budget. But with a strategized presentation process, combined with skillful means of connecting with and influencing people. You are better equipped to get buy in from various stakeholders on why your/team's ideas work. And is worth allocating the necessary budget for it.

**What can you expect?**

This two-day workshop is an interactive, hands-on, and enjoyable learning experience. Come with a three to five-minute presentation on a technical topic of your choice. During the session, you edit and refine your draft based on concepts and strategies learned. As well, you have opportunities to deliver your presentation and receive feedback from both your peers and the facilitator. In addition, you receive a recording of your presentation so you can re-visit your skills at your convenience. You also receive a comprehensive workbook that will serve as your guide and reference for your next successful presentation.

**The Influencing people through technical presentation cover the following topics:**

- Connecting with your audience.
- Basic principles in influencing people.
- Presentation framework that is impactful.
- Design principles in making complex data simple and relatable to your audience.

**At the end of this two-day workshop, you will:**

1. Learn and apply one strategy to build rapport with your audience.
2. Learn how to uncover your audience pain points.
3. Learn and practice presence of body language during presentation.
4. Learn and practice tips on how to effectively use presentation tools.
5. Learn the first principle in influencing people.
6. Learn how to present your ideas through telling your unique story and delivering it with conviction.
7. Learn and practice an impactful, time-tested presentation framework:
  - a) Pre-Presentation Preparation phase.
  - b) A five segments presentation phase.
8. Learn and apply design principles to help you create impactful slides. Convert technical data into meaningful graphics, visuals or videos.
  - a) The four strategic questions to ask when creating slides.
  - b) Selecting appropriate text, images and videos.

**Target audience:** Engineering professionals

**Workshop size:** 8 to 12