

EXECUTIVE EDUCATION

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PRESENTING FOR SUCCESS HOW TO DEVELOP AND DELIVER WINNING PRESENTATIONS

Program details

Dates: November 23rd, 24th and 25th 2016
Reconvening February 16th and 17th 2017

Time: 7.30AM to 1PM

State: NSW

Venue: CQU Sydney, 400 Kent St Sydney 2000

Cost: AUD \$4,960

Register: <https://www.outix.net/tickets/event/presentingforsuccess>

Contact details

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Who should attend?

Business professionals seeking to improve their presentation skills.

What you will learn?

Communication is a vital professional and life skill. Organisations today are looking for people with the communication skills to be able to contribute productively within the workplace and maintain effective relationships with stakeholders. This program provides candidates with the framework and skills to plan, deliver and evaluate business presentations including client pitches, presenting to the board and keynote addresses.

Candidates will learn to analyse the roles, responsibilities and requirements of stakeholders; conduct audience research and analysis; apply vocal techniques and literary devices; apply non-verbal communication and body language techniques; create audio-visual aids and supporting documents; and manage the presentation process for organizations, clients and other stakeholders.

This program has a practical focus with a strong emphasis on team work and applied in-class activities which may include:

- Evaluation of presentations by guest speakers
- Preparation of presentation strategies and structures
- Audience analysis based on briefs provided
- Preparing integrated presentations and documents
- Delivering oral presentations

This is a not-for-award program delivered by the Office of the Associate Vice Chancellor (NSW), CQ University (Sydney).

Chief Facilitator: Richard Batterley

Richard's has many years' experience in senior advertising and communication agency roles. His most recent position was Asia Pacific Regional Strategy and Planning Director for Carlson Marketing Group. In this role he led many of the Group's major international presentations and worked with a range of clients such as Intel, BMW, Microsoft, Citibank, GM Holden, Hewlett Packard and the Commonwealth Bank of Australia.

He also held senior positions with Ogilvy and Mather, DMB&B and RNR International Marketing Group where his clients included Cathay Pacific Airways, Toyota, Hyatt Hotels, The English Tourist Board to name but a few.

His experience as a presenter is extensive. In addition to leading the teams in the agencies he has worked for he's also been an in demand keynote speaker at industry conferences in Asia Pacific, Europe and the Americas – he is known for his strategic insight and stimulating presentation style.

In recent years he has been a lecturer at Macquarie University and the University of Notre Dame Australia. He's written for the Australian Financial Review and his book on relationship marketing was published by McGraw Hill in 2004.



His presentation development and skills workshops are always entertaining, stimulating, provocative, informative and productive.

Testimonials

"Most of us have experienced the pleasure of hearing a great presenter. Whether it is in a business meeting, at a conference or in a social setting such as a wedding or farewell, great presenters speak with confidence, deliver strong messaging and have the ability to take the audience on a journey. One such presenter is Richard Batterley.

"Having presented in various roles during four decades of corporate and academic life, Richard has honed his craft and learnt what works and what doesn't.

"I have had the pleasure of watching Richard speak on many occasions, have attended his training programs and watched him help others develop their capabilities. Richard has taught me that presenting is not just about delivering information, it's about creating a sense of theatre and drama. It's as much about the magic as it is about the mechanics. You could go a long way to find someone who can teach the secrets of building and delivering great presentations better than Richard."

Chris Gray, Icon Communications International

Richard is a strong speaker for a number of reasons; he researches well which allows him to customise material for diverse audiences; he connects well with the audience; he has a strong presence; and, he relates his business experience in a practical fashion

Anthony Wilson, Executive Influence

Schedule:

Dates

This program will be delivered over days in November 2016:

Wednesday 23rd November

Thursday 24th November

Friday 25th November

Candidates will be assigned an activity to complete during the break and will then reconvene for two days in February 2017:

Thursday 16th February

Friday 17th February

Daily schedule

7am	Registrations open
7.30am	Networking breakfast
8.15am	Session 1
11am	Morning tea
11.30am	Session 2
1pm	Close

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Cancellations and refunds

Cancellations and transfers (subject to availability) are accepted up to 30 calendar days prior to the program start date provided they are advised in writing. Charges for cancellations and transfers will be applied, as stated below, to cover our administration costs.

30 calendar days prior to the program start date: Cancellation with no charge; Transfers permitted (subject to availability); Registrants may nominate a substitution to take their place in a program. Substitutions may be made at any time.

29-21 calendar days prior to the program start date: A cancellation charge of 50% of the total program fee applies; Transfers permitted (subject to availability); Registrants may nominate a substitution to take their place in a program. Substitutions may be made at any time.

20 calendar days or less prior to the program start date: No refund for cancellations; No transfers permitted; Registrants may nominate a substitution to take their place in a program. Substitutions may be made at any time.