



Presentation Skills for LEADERS

How to be Clear, Concise, and Confident

How You'll Benefit:

- Develop leader presence that inspires trust and respect.
- Communicate with authenticity by aligning words, values, and actions.
- Deliver persuasive messages that engage both logic and emotion.
- Use storytelling and vocal techniques to make messages memorable.
- Handle questions and objections confidently and with empathy.

Program Overview:

Effective leadership requires more than expertise – it demands presence, clarity, and the ability to inspire others. This interactive workshop equips leaders with the tools to present with confidence, authenticity, and influence. Participants learn how to connect with audiences by aligning their communication with their core values, delivering structured and memorable messages, and reading the room for feedback. Through hands-on practice, they will strengthen vocal and physical delivery, apply storytelling techniques, and learn to handle tough questions with composure and empathy. The result is a leader who communicates with credibility, connects emotionally, and drives action through every presentation.

Who Should Attend:

- Leaders, managers, and rising professionals who present to teams or executives.
- Technical experts or project leads who must influence across departments.
- Professionals preparing to take on leadership or executive communication roles.
- Anyone who needs to strengthen their confidence and presence when speaking.

Tools You'll Receive:

- **Leader Presence Model** – Build credibility through confidence, approachability, and vision.
- **Core Values Framework** – Identify personal values to strengthen authentic communication.
- **Lesson-Learned Story Model** – Use storytelling to build trust and inspire change.
- **Communication Factors (7–38–55 Rule)** – Align verbal, vocal, and visual channels for congruence.
- **Vocal Techniques (Pace, Punch, Pause, Prosody)** – Use voice effectively to influence meaning.
- **Body Language Tools** – Strengthen delivery with purposeful facial expressions, eye contact, and gestures.
- **AMY Model** – Structure presentations by focusing on Audience, Message, and You.
- **Executive Pitch Model** – Present ideas logically and persuasively to decision-makers.
- **Responsive Acknowledgement Formula** – Manage tough questions and objections with empathy and confidence.



Concepts we'll teach you (Objectives):

- How to project confidence and credibility through leader presence.
- How to align communication with authenticity and core values.
- How to use storytelling to connect emotionally with audiences.
- How to use structure, clarity, and logic to influence decisions.
- How to maintain composure and control during Q&A or challenges.

Activities:

- **Leader Presence Reflection** – Identify qualities of leaders who inspire trust.
- **Core Values Discovery** – Define personal values and link them to authentic communication.
- **Lesson-Learned Story Practice** – Craft and share personal stories to build connection.
- **Vocal and Body Language Drills** – Practice pace, pitch, and gestures for impact.
- **Reading the Room Exercise** – Learn to interpret audience feedback through nonverbal cues.
- **Executive Pitch Simulation** – Deliver a concise, persuasive message with logical flow.
- **Handling Tough Questions Role Play** – Practice responding with empathy and clarity.

Agenda:

- Topic 1: **Presentation Challenges and Why Leader Presence Matters**
- Topic 2: **Building Confidence, Approachability, and Vision**
- Topic 3: **Discovering Authenticity and Core Values**
- Topic 4: **Using the Lesson-Learned Story to Connect with Audiences**
- Topic 5: **Communication Factors and Vocal Delivery Techniques**
- Topic 6: **Body Language and Nonverbal Influence**
- Topic 7: **The AMY Model: Structuring Presentations for Impact**
- Topic 8: **Reading the Room and Adjusting to Feedback**
- Topic 9: **The Executive Pitch Model: Logical and Persuasive Messaging**
- Topic 10: **Handling Questions and Objections with Confidence**
- Topic 11: **Final Presentations and Coaching Feedback**
- Topic 12: **Implementation and Continuous Improvement**

Delivery Format
In-Person or Virtual

Duration & Structure
7 hours

Up to
10 participants

Targeted Reinforcement:

1. **Short Cut Card (Included):** Quick reference guide of the tools and tips learned in class.
2. **AI Coach Experience for 30 days** (Additional Charge)
 - **Scenario 1:** In this scenario, you are introducing yourself to your new team. To help them understand your leadership style and build an immediate connection, you will deliver a presentation sharing your top three core values. You'll demonstrate how you've lived these values within the company and outline how they will guide your leadership moving forward. This exercise focuses on establishing credibility and driving emotional connection through authentic storytelling.
 - **Scenario 2:** As a senior leader, you are tasked with presenting mid-quarter financial results that show a 3% margin decline in a core business unit. You must deliver a 3-4 minute presentation identifying the root causes—such as input cost increases and pricing lags—and then field challenging questions from an AI-driven audience. This scenario tests your ability to remain composed under pressure, communicate clearly and concisely, and handle tough questions with empathy and authority.
 - **Scenario 3:** You have just finished a presentation on financial performance for a blunt and detailed audience. In this high-stakes simulation, you must respond to direct, skeptical questions regarding why issues weren't identified sooner and the consequences of proposed budget cuts. This scenario is designed to sharpen your ability to deliver structured, memorable messages and "read the room" while maintaining your executive presence during a difficult Q&A session.