

# INSPIRITIVE



## Presenting with Influence

21905VIC Course In NLP for  
Presenting with Influence  
A nationally accredited course in  
Advanced Presentation Skills

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A nationally accredited course in Advanced Presentation Skills



Chris Collingwood

Dip.TAS, BA (Psych.),  
Grad. Cert. NLP, M App Sci.  
(Social Ecology)

Chris is a leader in training in applied cognitive psychology. He and the consultants in his company specialise in cultural, corporate and personal change. He has over twenty years experience in coaching, consulting and leading seminars in Australia and the US.

He holds a Diploma in Training and Assessment Systems, a Degree in Psychology, a Graduate Certificate in Neuro-Linguistic Programming (NLP) and a Masters degree in Applied Science Social Ecology.

Chris specialises in one to one work with people, course design, accreditation and training, and the training of corporate consultants, trainers and executive coaches.

## Becoming a high-performance manager takes high-performance presenting

Presenting with Influence is a five-day training seminar for presenters, trainers, managers and consultants who are ready to take their personal effectiveness to the next level, as well as for up and coming new presenters. By applying Neuro-Linguistic Programming, or NLP, the seminar coaches people in developing their presentation skills for any context.

The principles have been proven across all kinds of professions. And it has government accreditation. The 21509VIC Course in NLP for Presenting with Influence is an Australian Nationally Recognised Training course. The Victorian Registration and Qualifications Authority has given its accreditation under the Australian Qualifications Framework. So naturally, it conforms to the same high standard of quality in design and delivery you'd find at an Australian university. Participants can be confident of fairness in assessment and rigour in training. This workshop is available in-house for companies or as a public seminar.

## Commercial in Confidence

With Presenting with Influence, you can discuss business and personal goals for your presentations without disclosing sensitive information. Trainers will:

Identify leverage points for change from your language and presentation Invite you to think differently and develop your own solutions Identify thought processes that have been limiting you and help you create better options for achieving your goals.

Presenting with Influence provides the thinking tools for solving problems and managing goals in presentation design, delivery and conduct. The course applies the communication models of Neuro-Linguistic Programming to produce measurable results, in your presentations, whatever your field. Unlike the common presentation models, it does not require you to divulge highly personal or commercially sensitive information, nor to learn formulaic rules for presenters. This way presenter training can be offered at executive level in business and government as well as to entertainers, professional speakers and teachers.



**Jules Collingwood**

Dip. TAS, RN, BSc, Grad.  
Cert. NLP, Post. Grad. Dip.  
Conflict Resolution

Jules has been involved in training and coaching since the 1980s and brings a wealth of experience to her work. As well as training, she consults to business and senior management, where she specializes in systemic change and individual performance enhancement. She is a superb negotiator with highly developed skills in influential language patterns, which she uses to assist clients develop and achieve their plans. Jules also designs custom training programs for specific applications and is responsible for Inspiritive's RTO compliance management and course accreditation.

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## Seminar topics:

### DESIGNING AND SEQUENCING YOUR PRESENTATION

Every presentation has a beginning, a body and an end, and the quality of uptake depends on the order and sequence of your material. When you identify what has to be covered before a topic can be offered, you can include it in the framing and present your material progressively so your topic will be well received and understood. With design skills drawn from the Cognitive Load Theory of learning and the TOTE model of progress to a goal, you will probably be asked to design presentations for others, as well as your own.

### CHANGING STAGE FRIGHT INTO FLUENT CONFIDENCE

An essential skill for presenters is to manage your own psychological and emotional states and you can learn to do this. Having the choice and ability to use sense memory to re-experience any useful state can support you significantly in solving problems and fulfilling your outcome. You will learn an NLP process that enables you to have full access to the states that will be most productive for you. Examples include confidence, enthusiasm, commitment and motivation.

### GETTING ON WITH YOUR AUDIENCE

The ability to lead and work with others easily is crucial to successful management. While powerful, rapport with people is often seen as something that either comes naturally or doesn't, the facts are otherwise. Rapport involves a number of specific processes that participants will learn early in Presenting with Influence.

### FRAMING YOUR TOPIC

Audiences appreciate understanding the purpose and direction of a presentation. When you give them direction, you can influence their thinking about your topic and assist their learning. To lead people, it helps to be able to give them the mind states they need to get the most from your delivery.

### WALKING YOUR TALK

People think with their senses and it shows. When you use matching voice qualities, gestures and movements that go with what you are saying, your presentation becomes very engaging. When you mark out specific subjects so the audience can see and hear your markers, you can create associations to link topics and enhance memorability.

### GIVING INSTRUCTIONS

In the same way that a presentation works best when offered in a thought friendly sequence, so instructions need to be clear, concise and progressive, without extraneous material or ambiguity. You can engage your audience in discovery activities and pre-frame discussion for afterwards to optimize learning.

## Contact us

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**Rebecca Mitchell**

Dip. Business, Cert IV Training & Assessment, Grad. Cert. NLP

As a business professional with over 10 years international experience, Rebecca educates, consults and mentors in most corporate arenas from front line to CEO & board members. Her expertise is in creating cultural change within the workplace as well as on an individual level. With exceptional future focused process oriented thinking abilities, Rebecca excels in eliciting change & process, continuing passionately to exceed benchmarks within NLP, training, development and consulting.

### GETTING LEVERAGE THROUGH INFORMAL GROUPS IN THE AUDIENCE

Great communicators and presenters 'read' other people's non-verbal communication. The ability to know when someone believes what they are saying can make a world of difference when managing performance. To achieve this you will learn to follow patterns in your audience's responses.

### TURNING DISRUPTIVE ELEMENTS INTO TEACHING POINTS

If you act as if it takes two to tango, and then get the intention for disruptive behaviour, you can respond with dignity while deciding how to proceed. Potentially relevant comments can be reframed as teaching points and others can be diverted for later discussion. Your intention is to remain in command, in rapport and on track.

## Who should attend?

- ▶ Change managers and consultants and people with a corporate coaching function looking to acquire new skills
- ▶ Teachers, trainers and lecturers
- ▶ Sports coaches
- ▶ Anyone in advertising or marketing who presents as part of their work
- ▶ Anyone who does professional therapy
- ▶ Anyone in sales or human resources
- ▶ Entertainers and public speakers
- ▶ Management professionals seeking methods to assist with team building, communication and staff development
- ▶ Executives and directors who present to boards, shareholders and staff groups
- ▶ Students who make presentations as part of their assessments
- ▶ Anyone with an interest in developing presentation skills.

### About the course

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