

PHASE II - *Power & Persuasion* TWO-DAY WORKSHOP

Create and refine your own presentation with immediate feedback and coaching.

Practice with partners and record three drafts of your presentation with on-camera coaching and feedback.

Over 8 hours of coaching, as workshops are limited to six participants.

Exclusively for the Alumni of the Commanding Presence Two Day Workshop



COURSE OUTLINE

PHASE II WORKSHOP

DESIGNED TO TAKE YOU TO THE NEXT LEVEL

This is the natural progression from your first Commanding Presence Workshop to a higher level of performance & consistency.

This time, we focus on coaching you to a new level of personal communication skills, **using your own material.**

THE PHASE II PROGRAM INCLUDES:

A pre-program assessment of your needs which includes review of your Two-Day workshop videos and personal analysis.

Much more coaching and feedback that is tailored to your specific needs – 8 hours over the two days.

Your personal Myers Briggs Personality Analysis and Communications Style report.

Three recordings of your presentation with on-camera coaching and feedback.

PHASE II FORMAT

WE PREPARE FOR YOUR SUCCESS

Before your workshop, you have three simple tasks.

First, create a one-page outline for a presentation on your topic of choice.

Second, memorize two minutes of some text that you like.

Third, complete two online questionnaires: your Myers Briggs Test and your workshop needs/goals assessment.

On Day One it's straight to work. You will be on your feet presenting your own material, critiquing your own work and learning new techniques to respond to questions respectfully, concisely and persuasively.

With only six participants, you can look forward to plenty of personal attention.

You will role-play to develop your one-to-one communication skills and receive voice & performance coaching

LEARNING OBJECTIVES

- Drafting powerful presentations and preparing for meetings quickly and easily
- Stronger delivery
- Improving consistency
- Managing speaking anxiety
- Adding power to key statements
- Storytelling techniques
- Master listening skills
- Remaining calm under pressure
- Designing your personal program for continuous growth

PHASE II POST-PROGRAM

You will receive:

- A USB of your three video recordings
- Personal, written coaching notes and recommendations
- One-hour coaching session prior to your presentation/meeting



For Graduates of the Commanding Presence Two-Day Workshop

Workshop Agenda

DAY ONE

- 8:30 am Goals discussion
- 10:00 pm Workshop overview
- 10:25 am Understanding and leveraging your unique personality traits
- 10:45 am Break
- 11:00 am MBTI analysis
- 11:30 am Commanding Presence Two-Day Workshop review
- 12:00 pm Lunch
- 1:00 pm "Your Presentation" recording with coaching
- 2:00 pm Speech Wizard – bringing your text to life
- 3:00 pm Break
- 3:15 pm Writing your first draft - with editing and coaching feedback
- 4:30 pm End of Day One

DAY TWO

- 8:30 am Day One review & discussion
- 9:30 am "Your Presentation" practice - with coaching
- 10:30 am Break
- 10:45 pm "Your Presentation" - 2nd recording with coaching
- 11:30 am "Your Presentation" video review with coaching & feedback
- 12:00 pm Lunch
- 1:00 pm Video review continued
- 1:30 pm Speaking Effectively From Notes
- 2:30 pm Master Listening Skills
- 3:30 pm "Your Presentation" - 3rd recording with coaching
- 4:30 pm End of program

WORKSHOP FEE: \$2,400 + HST = \$2,712

INCLUDES:

- *Phase II Workbook*
- *USB of your recorded presentations*
- *Your Personal Myers Briggs Communication Profile*
- *Personal, written coaches notes & recommendations*
- *One-hour coaching session prior to your presentation/meeting*

Your Coach

Peter Hiddema is an expert and speaker on negotiation, collaboration, communication, and conflict management.

Building on his association with the Harvard Negotiation Project, the renowned research center dedicated to improving the practice of negotiation and conflict management, Peter has taught, consulted, and spoken about the principles of the methodology in numerous countries on four continents since 1996.

Peter has worked in a wide variety of settings. In the private sector he has trained and advised executives of global Fortune 500 companies on high-stakes negotiations and relationships and has also assisted small local organizations. In the public sector he has worked with the World Health Organization, the Inter-American Development Bank, international non-governmental organizations, as well as universities, national and regional government bodies and indigenous peoples. In addition, Peter has been a Visiting Professor in France and Singapore at INSEAD – The Business School for the World, and has lectured at Queen's University (Canada and the UK), and Harvard University, among others.

Peter began his career in finance and banking. He worked with the Royal Bank of Canada in Toronto, Canada and London, England. He holds an Honours Bachelor of Commerce Degree from McMaster University, an MBA from Queen's University (Canada), and an Executive Master's Degree in Consulting and Coaching for Change from INSEAD (France). Peter speaks 4 languages, has lived in 6 countries on 4 continents, and has traveled through over 50 countries. He is curious by nature and considers himself a perpetual student in the school of life.

