

Bénéfices du programme

Améliorer sa capacité à faire une présentation claire et convaincante, d'une réponse à un appel d'offre, en anglais

Acquérir les réflexes et expressions permettant de faire face à toutes les situations

Gagner plus d'appels d'offre internationaux

✓ **Target :** Executives and sales professionals involved in tenders and/or other formal presentations in English



✓ **Prerequisite :** minimum B2 level



✓ **Programs Content**



✓ **Warm up** with introduction to the 3 stages: Introducing with Impact, Perfect Presenting, Conquering the Q and A. Agree on objectives and content of the session to be selected among :



✓ **Introducing with Impact**

- Exercises and games to work on making a good first impression
- Focus on body language and posture
- Vocal warm up exercises and work on voice confidence
- Introducing other people
- Starting a presentation with impact
- Feedback from facilitator and peers

Perfect Presenting

- Exercises to understand storytelling
- Work on developing a clear structure to your presentation
- Adding colour and spice to your speech
- Stop reading the slides! Work on identifying the most important information and how to use visual aids
- Analyse famous speeches and work on rule of 3, rhythm, and persuasive language
- Presentation structure - how to open, close, and sign post
- Breathing exercises to keep you calm and focused

Conquering the Q and A

- Improvisation games to encourage quick and fluent speech
- Work on responding to the unknown
- Exercises for when you feel blocked



Anna, our trainer has taught English as a foreign language in Italy, India, Sri Lanka and France. Her previous work in London theatres informs her teaching, and she combines this and other innovative teaching techniques such as Design Thinking, Lego Serious Play and Improvisation to create unique and engaging workshops. Originally from the UK she has been working with businesses in France for the past 4 years.

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