

# Course : Successful presentations to decision-making committees

speaking, leadership, convincing

*Practical course - 2d - 14h00 - Ref. PCD*

*Price : 1360 € E.T.*



This course will show you how to create an effective presentation for the Executive Committee, how to adapt it to your audience and present it with ease so as to reinforce your positioning.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Identify the personalities of your contacts
- ✓ Setting objectives and agendas that are meaningful to your audience
- ✓ Choose your level and mode of communication to better persuade and convince
- ✓ Strengthen your oral positioning and charisma

## Intended audience

Anyone involved in executive committee work and wishing to improve their oral fluency and effectiveness.

## Prerequisites

No special knowledge required.

## Practical details

### Role-playing

Analysis of practices and role-playing around issues specific to the participants' reality.

### Teaching methods

Active teaching method based on coaching tools and methods, role-playing and alternating theory and practice.

## Course schedule

### PARTICIPANTS

Anyone involved in executive committee work and wishing to improve their oral fluency and effectiveness.

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Building and animating a presentation

- Define the objective to be achieved according to the context and target audience.
- Build an objectives strategy that makes sense to your contacts.
- Know the rules for running a meeting.
- Setting the agenda.
- Captivate and hook the audience right from the introductory phase.

### Hands-on work

Prepare a presentation framework on a theme specific to the participant's company. Define a persuasive presentation strategy.

## 2 Adapting to different interlocutors to better persuade and negotiate

- Identify the personality profiles of your contacts.
- Understand your personality structure and know how to adapt.
- Choose your level of communication to better persuade and convince.
- Be aware of your strengths, talents and limits.

### Hands-on work

Analyze your communication style and dominant profile. Specific communication exercises followed by a group debriefing.

## 3 Strengthen your positioning and leadership

- Personal power structure and its four axes.
- Pro-activity and responsibility.
- Building and appropriating personal power.

### Hands-on work

Coaching session: anchoring the state of personal power. Situational exercises to test positioning and leadership. Collective debriefing.

## 4 Prepare for an oral presentation and adapt your presentation to the constraints involved

- Manage stress and stage fright in public.
- A few tips to help you perform better.
- Know how to manage time and unforeseen events.

### Exercise

Relaxation, breathing and anchoring exercises. Positive visualization techniques for speech preparation. Personalized treatment of problems encountered.

## 5 Steering your oral presentation with ease

- Structure your oral presentation and speaking.
- Mastering your presentation: the main mistakes to avoid.
- Develop your power of conviction: choose strong words, stay positive.

### Role-playing

Role-playing exercises on how to conduct an Executive Committee meeting. Collective debriefing.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## Dates and locations

### REMOTE CLASS

2026 : 18 June, 29 Oct.

### PARIS LA DÉFENSE

2026 : 18 June, 29 Oct.