



HKLTC

# BUSINESS MANDARIN Presentation

1. Presenting Your Ideas at the Executive Level
2. Winning Sales Presentation Skills
3. Presentation Skills Training for C-Level

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# BUSINESS MANDARIN

## PRESENTING YOUR IDEAS AT THE EXECUTIVE LEVEL

Executives expect presentations made to them to be crisp, clear, and credible, with the content precisely centered on their needs. They also expect the presenter to display a strong executive presence -- whether the presenter is actually an executive or not!

This learn-by-doing workshop is built on HKLTC trainers' accumulate 60 years of C-Level presentation training and coaching with executives. That extensive experience with senior executives is available here to help your non-executive presenters, who must successfully get their ideas across to some of the highest-stakes audiences in the world -- groups of their own company's executives.

### Participants will learn how to:

- Prepare their content in a way that will hit the mark with the executives
- Deliver the message with the presence of a person worthy of being in the room
- Build confidence and credibility while communicating with senior groups
- Constructively deal with tough, challenging, and diverting questions
- Interact with executive groups in a "real," natural way

### Target Participants

Professionals, managers, directors, and VPs find this training vital to their success, when their role requires them to present to executives to advocate a position or recommendation, evaluate alternatives, review project or business unit progress, and/or report on issues that will affect the executives' strategic or tactical decision making.

Participants learn how to elevate their ideas to the executives' level; organize and tell a compelling executive-centered story; handle tough questions, challenges, and diversions; and display both confidence under pressure and executive presence.

### Benefits Highlights

- Tight links to your organization's current business issues, initiatives, and communications objectives
- Intense focus on real-world performance improvement and on-the-job applications
- Numerous learn-by-doing practice presentations
- Expert, individualized, in-the-moment coaching
- Immediate videotaped feedback

This sound, highly interactive learning process rapidly develops skills that can pay huge dividends for participants in their current roles and throughout their careers.

**Language**  
Mandarin Chinese or English

**Duration**  
2 days workshop

**Venue**  
Customized Workshops available in Hong Kong, Beijing, Shanghai and other cities in PRC



# BUSINESS MANDARIN

## WINNING SALES PRESENTATION SKILLS

World-class products, services and solutions deserve world-class sales presentations.

In this sales coaching workshop, we help sales professionals and sales managers become far more impressive presenters, who stand out from the crowd -- presenters who are customer-centric, clear, credible, convincing, and compelling.

### Participants will learn how to:

When speaking to small or large groups, salespeople move the sale forward most effectively when they are able to:

- Comfortably engage and interact with their audience
- Tell their story from the customer's perspective
- Hold their listeners' interest and assure understanding
- Build relationships and trust by generating audience-centered discussions and comments
- Respond to tough questions with clarity and confidence
- Move customers to action by thinking-on-their-feet and saying the right things at the right times

These “in-the-moment” capabilities often make the difference between getting by and being great!

Your HKLTC training can be linked to your preferred selling processes and previous sales training to reinforce and leverage your overall sales enablement investments. It is a practical, fast-paced, real-world, learn-by-doing approach:

### Benefits Highlights

- Tight links to your organization's current sales initiatives and real territory communications challenges
- Intense focus on real-world sales performance improvement issues
- Numerous learn-by-doing practice presentations and reinforcement interactions
- Expert, individualized, in-the-moment coaching
- Immediate videotaped feedback

This sound, highly interactive learning process rapidly develops skills that can pay huge dividends for sales professionals in their current roles and throughout their careers.

#### Language

Mandarin Chinese or English

#### Duration

2 days workshop

#### Venue

Customized Workshops available in Hong Kong, Beijing, Shanghai and other cities in PRC



# BUSINESS MANDARIN

## PRESENTATION SKILLS TRAINING FOR C-LEVEL

Senior Executives regularly have high-stakes, mission-critical presentation demands placed on them. They must be able to formally and informally communicate their organization's vision, values, direction, decisions, expectations, and performance results with credibility and personal power.

HKLTC's personalized executive training and coaching help executives deliver their messages compellingly, no matter if they were great or poor speakers to start.

The stakes are always high. The fate of careers, work groups, divisions, and even entire companies can hinge on an executive's ability to consistently get the right message across and to move people to action.

HKLTC provides executive-level skills training and coaching tailored to the specific needs of each individual executive or executive team. Training and coaching can be in small groups or in private one-on-one sessions, based on the executive's needs and desires.

Executives develop their personal style, learn how to better create and organize their messages, and speak with far greater impact to groups both inside and outside of their organization.

### Benefits Highlights

- Tight links to the executives' current priorities, business issues, initiatives, and communications objectives
- Intense focus on improving "executive presence" factors and positive personal impact
- Numerous learn-by-doing practice presentations on real-world, top-level issues
- Individualized, in-the-moment feedback from expert coaches
- Immediate videotaped feedback

This highly interactive, individualized skill-building process is a perfect fit for executives who want personal attention and demand to achieve significant results and communication skill improvements in a short period of time.

#### Language

Mandarin Chinese or English

#### Duration

2 days workshop

#### Venue

Customized Workshops available in Hong Kong, Beijing, Shanghai and other cities in PRC